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OCTOBER 10, 1987

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THE CASH BOX RADIO REPORT

INSIDE

FILE

LOVERBOY

The Sound
of Discovery
is the Sound of

Chanice
WILSON

The Debut Album:

DISCOVERY

(SP 5128)

The First Single:

"(Baby Tell Me) Can You Dance"

(AM 2939)

Produced by Bryan Loren for Left-Handed Productions
Executive Producer: John McClain

A&M RECORDS

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CASH BOX™

THE INTERNATIONAL MUSIC/COIN MACHINE/HOME ENTERTAINMENT WEEKLY

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EDITORIAL

Maybe The Time Is Right

What do Nat King Cole, Sonny & Cher, The Mandrell Sisters, Mac Davis, Glen Campbell, Perry Como, Andy Williams, The Smothers Brothers, Johnny Cash, Roger Miller, and Dolly Parton have in common?

Right - they all had network variety television shows, except for Dolly who *has* a network variety television show.

The exposure offered not only to the stars of these programs but the required musical guests (who else do they have to sing a duet with?) has always proven to be a substantial help in ringing up sales on current product and catalogs.

The initial reviews for the Dolly show have not been great, but reviews have never been the determining factor in the entertainment field. Shows that have been critically acclaimed have failed, and frequently the shows the critics hate the most have gone on to be long term smashes.

If this program can show substantial ratings, maybe only reasonable ratings, the copycat TV industry is sure to shop around for more music oriented variety show hosts and hostesses and that can only mean more consistent and wider exposure of the live appearances that have given way to the music video format. Live performances have always been a favorite of the viewing public.

We would like to take this opportunity to wish Dolly the best of luck and success on her new ABC variety program. We sincerely hope it's a huge smash and will generate new enthusiasm for additional prime time shows.

Cover Photo By James O'Mara

CONTENTS

Cover Story / 10
Executives On The Move / 12
Album Releases / 8
Single Releases / 9
Talent On Stage / 10
Sounds & Visions / 18
Pop Radio / 22-30
Black Contemporary Radio / 26-28
Country Radio / 29-30

CHARTS
Top 40 Jazz Albums / 17
Top 75 Black Contemp. Albums / 13
Top 100 Black Contemp. Singles / 14
Top 100 Singles / 4
Top 200 LP's / 20-21
Top 40 Compact Discs / 18
Top 50 Country Albums / 31
Top 100 Country Singles / 33
Top 75 12" Dance Singles / 16

DEPARTMENTS
News / 6, 35
Black Contemporary / 13-14
Dance / 16
Country / 31-34
Coin Machine / 36-37
Classifieds / 38
Chart Index / 39

COLUMNS
Points West / 10
East Coastings / 11
On Jazz / 17
Nashville Notables / 32
The Beat / 13

TOP POP DEBUTS

SINGLES

59

WE'LL BE TOGETHER
Sting–A&M

ALBUMS

83

CRAZY NIGHTS
Kiss–Mercury

#1
POP SINGLE
HERE I GO AGAIN
Whitesnake
Geffen

#1
B/C SINGLE
A RUSH ON ME
Stephanie Mills
MCA

#1
COUNTRY SINGLE
FISHIN' IN THE DARK
The Nitty Gritty Dirt Band
Warner Bros.

#1
JAZZ
COLLABORATION
George Benson/Earl Klugh
Warner Bros.

#1
COMPACT DISC
BAD
Micheal Jackson
Epic

#1
POP ALBUM
BAD
Michael Jackson
Epic

#1
B/C ALBUM
BAD
Michael Jackson
Epic

#1
COUNTRY ALBUM
ALWAYS AND FOREVER
Randy Travis
Warner Bros.

#1
12" SINGLE
CASSANOVA
Levert
Atlantic

WINNER'S CIRCLE

COME ON, LET'S GO
Los Lobos
Slash/Warner Bros.

Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.

CASH BOX TOP 100 SINGLES

THE CASH BOX TOP 100 SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

			Last Week	Total Weeks
1	*HERE I GO AGAIN* (Geffen 7-28339)	Whitesnake	1	15
2	*LOST IN EMOTION* (Columbia 38-07267)	Lisa Lisa and Cult Jam	3	11
3	*CARRIE* (Epic 34-07282)	Europe	5	10
4	*I HEARD A RUMOUR (From The Motion Picture Disorderlies)* (London/PolyGram 886 165-7)	Bananarama	4	14
5	*U GOT THE LOOK* (Paisley Park/Warner Bros. 7-28289)	Prince	6	12
6	*WHO WILL YOU RUN TO* (Capitol B-44040)	Heart	10	9
7	*CAUSING A COMMOTION* (Sire/Warner Bros. 7-28224)	Madonna	14	5
8	*CASANOVA* (Atlantic 7-89217)	Levert	13	8
9	*BAD* (Epic 34-07418)	Michael Jackson	16	4
10	*PAPER IN FIRE* (Mercury/PolyGram 888 763-7)	John Cougar Mellencamp	11	9
11	*ONE HEARTBEAT* (Motown 1897 MF)	Smokey Robinson	12	13
12	*LET ME BE THE ONE* (Arista AS1-9617)	Expose	15	9
13	*DIDN'T WE ALMOST HAVE IT ALL* (Arista ASI-9616)	Whitney Houston	2	11
14	*LITTLE LIES* (Warner Bros. 7-28291)	Fleetwood Mac	17	7
15	*I JUST CAN'T STOP LOVING YOU* (Epic 34-07253)	Michael Jackson with Siedah Garrett	7	10
16	*I THINK WE'RE ALONE NOW* (MCA 53167)	Tiffany	23	7
17	*MONY MONY* (Chrysalis VS4 43161)	Billy Idol	22	6
18	*JUMP START* (Manhattan B 50073)	Natalie Cole	20	11
19	*WHEN SMOKEY SINGS* (Mercury/PolyGram 888 604-7)	ABC	8	15
20	*BREAKOUT* (Mercury/PolyGram 888 016-7)	Swing Out Sister	28	8
21	*YOU ARE THE GIRL* (Elektra 7-69446)	The Cars	24	7
22	*LA BAMBA* (Slash/Warner Bros. 7-28336)	Los Lobos	9	15
23	*TOUCH OF GREY* (Arista AS1-9606)	Grateful Dead	19	11
24	*WHO'S THAT GIRL* (Sire/Warner Bros. 28341-7)	Madonna	21	14
25	*IN MY DREAMS* (Epic 34-07255)	REO Speedwagon	31	13
26	*BRILLIANT DISGUISE* (Columbia 38-07595)	Bruce Springsteen	38	2
27	*IT'S A SIN* (EMI/Manhattan B-43027)	Pet Shop Boys	35	6
28	*DON'T MAKE ME WAIT FOR LOVE* (Arista ASI 9625)	Kenny G	34	7
29	*CAN'T WE TRY* (Columbia 38-07050)	Dan Hill (Duet with Vonda Sheppard)	18	18
30	*DOING IT ALL FOR MY BABY* (Chrysalis VS4 43143)	Huey Lewis and The News	26	11
31	*WHERE THE STREETS HAVE NO NAME* (Island/Atlantic 7-99408)	U2	37	5
32	*I'VE BEEN IN LOVE BEFORE* (Virgin 7-99425)	Cutting Crew	36	6
33	*SOMETHING REAL(INSIDE ME/INSIDE YOU)* (RCA 5273-7-RAA)	Mr. Mister	33	8
34	*VICTIMS OF LOVE* (A&M AM-2964)	Bryan Adams	32	8
35	*HEAVEN IS A PLACE ON EARTH* (MCA MCA-53181)	Belinda Carlisle	41	3
36	*FAKE* (Tabu/Epic ZS4 07100)	Alexander O'Neal	29	13
37	*(I'VE HAD) THE TIME OF MY LIFE* (RCA 5224-7-R.)	Bill Medley & Jennifer Warnes	50	3
38	*ONLY IN MY DREAMS* (Atlantic 7-89322)	Debbie Gibson	25	21
39	*SHOULD'VE KNOWN BETTER* (Manhattan B 50083)	*Richard Marx*	*49*	*3*
40	*LET'S WORK* (Columbia 38-07306)	Mick Jagger	44	5
41	*HOLIDAY* (Virgin 7-99428)	The Other Ones	45	10
42	*I WON'T FORGET YOU* (Enigma/Capitol B-44038)	Poison	47	6
43	*NOTORIOUS* (Columbia 38 07324)	Loverboy	46	7
44	*BETCHA SAY THAT* (Epic 34-07371)	Gloria Estefan and Miami Sound Machine	48	6
45	*WIPEOUT (From The Disorderlies)* (Tin Pan Apple/PolyGram 885 960-7)	Fat Boys	40	13
46	*DON'T LOOK DOWN-THE SEQUEL* (Chrysalis BFV 41550)	Go West	39	9
47	*COME ON, LET'S GO* (Slash/Warner Bros. 7-28186)	Los Lobos	52	5
48	*NEVER LET ME DOWN* (EMI America B 43031)	David Bowie	30	10
49	*HOURGLASS* (A&M 2967)	Squeeze	54	4
50	*SUGAR FREE* (Epic 34-07283)	WA WA NEE	55	5
51	*BOYS NIGHT OUT* (MCA 53137)	Timothy B. Schmit	56	4
52	*LOVE IS CONTAGIOUS* (Paisley Park/Reprise 7-28257)	Taja Sevelle	57	5
53	*WHO FOUND WHO* (Chrysalis VS4 43120)	Jellybean	27	14
54	*THAT'S WHAT LOVE IS ALL ABOUT* (Columbia 38 7322)	Michael Bolton	59	7
55	*ROCK STEADY* (Solar/Capitol B-70006)	The Whispers	42	19
56	*DINNER WITH GERSHWIN* (Geffen 7-28418)	Donna Summer	58	7
57	*I NEED LOVE* (Def Jam/Columbia 38-07350)	L.L. Cool J	43	9
58	*THE ONE I LOVE* (I.R.S./MCA IRS 53171)	R.E.M.	70	4
59	*WE'LL BE TOGETHER* (A&M AM 2983)	Sting	DEBUT	
60	*I WANT YOUR SEX* (Columbia 38-07164)	George Michael	51	19
61	*MISFIT* (Mercury/PolyGram 888 674-7)	Curiosity Killed The Cat	53	11
62	*OH YEAH* (Mercury/PolyGram 884 930-7)	Yello	60	8
63	*LOVE POWER* (Arista AS-9567)	Dionne Warwick & Jeffrey Osborne	61	16
64	*ROCK ME* (Capitol B-44042)	Great White	67	7
65	*WATERFALL* (Columbia 38-07243)	Wendy & Lisa	71	4
66	*BEAT PATROL* (RCA 5308-7-GAC)	Starship	76	3
67	*DON'T MEAN NOTHING* (Manhattan B-50079)	Richard Marx	63	18
68	*SILENT MORNING* (4th & B'Way/Island 7439)	Noel	75	4
69	*SHAKE YOUR LOVE* (Atlantic 7-89187)	Debbie Gibson	DEBUT	
70	*NO ONE IN THE WORLD* (Elektra 7-69456)	Anita Baker	78	3
71	*MARY'S PRAYER* (Virgin 99465)	Danny Wilson	62	18
72	*LOVE WILL FIND A WAY* (Atco/Atlantic 7-99449)	Yes	87	2
73	*I DON'T THINK MAN SHOULD SLEEP ALONE* (Geffen 7-28417)	Ray Parker Jr.	69	7
74	(MCA)	Jody Watley	DEBUT	
75	*(CATCH ME) I'M FALLING* (Virgin 7-99416)	Pretty Poison	89	2
76	*SHAKEDOWN (From Beverly Hills Cop II)* (MCA 53094)	Bob Seger	80	21
77	*HEART AND SOUL* (Virgin 7-99466)	T'Pau	65	24
78	*CROSS MY BROKEN HEART* (MCA 53123)	The Jets	68	19
79	*DUDE (LOOKS LIKE A LADY)* (Geffen 7-28240)	Aerosmith	88	2
80	*SATELLITE* (Columbia 38-07607)	Hooters	90	2
81	*FOLLOW YOU* (A&M AM2968)	Glen Burtnick	86	2
82	*DON'T LOSE ANY SLEEP* (EMI B 43040)	John Waite	82	3
83	*CRAZY CRAZY NIGHTS* (Mercury 888 796-7)	Kiss	83	3
84	*I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR* (Island/Atlantic 7-99430)	U2	64	18
85	*LUKA* (A&M AM 2937)	Suzanne Vega	66	19
86	*VALERIE* (Island/Warner Bros. 7-28231)	Steve Winwood	DEBUT	
87	*SPECIAL WAY* (Mercury/PolyGram 888 867-7)	Kool & The Gang	DEBUT	
88	*ANIMAL* (Mercury/PolyGram 888 932-7)	Def Leppard	DEBUT	
89	*AMERICAN DREAM* (Reprise/Warner Bros. 7-28237)	Simon F.	DEBUT	
90	*LEARNIG TO FLY* (Columbia 38-07363)	Pink Floyd	DEBUT	
91	*GIVE TO LIVE* (Geffen/Warner Bros. 7-28314)	Sammy Hagar	72	18
92	*HE'S MY GIRL* (Scotti Bros./Epic ZS4-0729)	David Hallyday	77	8
93	*BACK IN THE HIGH LIFE AGAIN* (Island/ Warner Bros. 7-28472)	Steve Winwood	74	20
94	*IT'S NOT OVER ('TIL IT'S OVER)* (Grunt/RCA 5225-7-DCG)	Starship	73	16
95	*ALONE* (Capitol B-44002)	Heart	85	22
96	*ONE LOVER AT A TIME* (Warner Bros. 7-28327)	Atlantic Starr	79	9
97	*BACK TO PARADISE* (A&M AM 2955)	38 Special	81	12
98	*YOU WIN AGAIN* (Warner Bros. 7-28351)	Bee Gees	84	4
99	*LIES* (Jive/RCA 1038-7-RAA)	Jonathan Butler	91	16
100	*WORLD WHERE YOU LIVE* (Capitol B 44033)	Crowded House	92	8

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Joins Capitol Out Of Suit

Motown, Joe Isgro Settle Out Of Court

LOS ANGELES - Motown Records became the second label to settle out of court in the $25,000,000 antitrust lawsuit brought against the labels by independent promoter Joe Isgro. The amount of the settlement was unspecified. Capitol Records was the first label to negotiate a deal, settling for an undisclosed sum in May of this year.

Isgro's suit, filed in May of 1986, charges the labels and the R.I.A.A. with conspiring to terminate contracts with independent promoters because the costs had gotten out of hand. An NBC Nightly News report in early 1986 accused the independent promotion trade of ties with organized crime and accepting payola practises.

Defendants remaining involved in the case have asked U.S. District Court Judge Consuelo Marshall to extend the discovery phase of the case, originally scheduled to be completed in October of this year, until April of 1988. This would necessitate a delay in the trial, currently slated to begin in February.

C.E.M.A. DEAL – Capitol/EMI-Manhattan/Angel (C.E.M.A.) has entered into an agreement to distribute product for the independent label Allegiance Records. Pictured (l-r) Cliff Schultz, director, sales and marketing C.E.M.A.; Dennis White, C.E.M.A. president; Bill Valenziano; Joe Manfield, divisional vice president of sales, C.E.M.A.; Marty Goldrod, president of Allegiance Records; and Joe McFadden, manager, national marketing, C.E.M.A.

BMG/QMI Pact Worldwide Distribution Deal

NEW YORK – BMG Music International has been named the exclusive licensee for all QMI Music repertoire worldwide, excluding the U.S. and Canada. QMI Music is the recording arm of Quantam Media, Inc., started by Robert Pittman and MCA in January of 1987.

Said Pittman, QMI's ceo and president: "We're delighted with the association and excited about tapping the momentum of BMG Music International for the launch of QMI Music internationally."

Said Les Garland, president of QMI Music: "No one knows the international marketplace like BMG Music International. They have a proven track record for breaking acts and can give QMI Music's unique artists even greater exposure."

Said Rudi Gassner, president and ceo of BMI Music International: "We are very proud to be associated with QMI Music. Both Pittman and Garland have proven to be true innovators in the marketing and development of music within the industry and we look forward to a long and successful relationship."

QMI Music's first release will be by Jimmy Davis and Junction.

(L-r) Heinz Henn, vp, international A&R/marketing, BMG Music International; Robert Pittman, president & ceo, Quantam Media Inc.; Rudi Gassner, president & ceo, BMG Music International; and Les Garland, president, QMI Music.

DAY FOR A KING – *King Jay Records and RCA Records have finalized their production deal and here, celebrating the dotted-lining of the pact, are (l-r) Rick Dobbis, RCA executive vp; Richard Leher, King Jay's attorney; Jay King, head of King Jay; and Bob Buziak, president, RCA Records.*

Boy George Cleared In Heroin Death Case

LOS ANGELES - Chief Federal District Judge Jack Weinstein announced September 30 that all charges against British pop singer George O'Dowd, known professionally as Boy George, have been dropped in the case regarding the death by overdose of Michael Rudetsky. The claim against the singer had started out at $44 million, then was reduced to $20 million before the dismissal. In his decision, Weinstein stated that the New York court system had no jurisdiction over Boy George, who lives in London.

The original complaint, brought by Rudetsky's parents, charged that Boy George had "actively participated in Rudetsky being injected with a lethal quantity of heroin." However, the investigating pathologists found no recent injection marks on Rudetsky's body, thereby causing those charges to by dropped. The remaining claim charged only negligence.

Boy George's English lawyer, Samuel Sylvester, stated his conviction that if the same claim were brought in England, a similar dismissal would result.

Kansas City, Dallas, Seattle, San Diego Inked

Four Stations Sign On To National "Wave" Format

LOS ANGELES - Satellite Music Network chairman John Tyler has announced the first four signings for the satellite-transmitted "Wave" radio format. The revolutionary format, debuted in Los Angeles on KTWV-FM, has proven successful in attracting the coveted 25-54 demographic audience.

SMN signed a producer/distributor agreement with KTWV-FM parent company Metropolitan Broadcasting on August 24 to take the format national via satellite. Metropolitan president Carl C. Brazell, Jr., said at the time "There has been a tremendous amount of interest from operators across the country since we began in February. We believe this association with Satellite to network the Wave will allow this national appetite to be satisfied very quickly."

Kansas City-based KCWV-FM, formerly KZZC-FM, signed on Thursday, September 17, with owners Wodlinger Broadcasting

(continued on page 35)

VAMPING WITH BARRY WHITE – Barry White hangs out with video director Paula Walker, during her break in her filming of his video for "Sho' You Right."

Tracks so good, they'll stop you dead in yours.

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Management: Olaf Schroeter, David Krebs and Steve Leber for Rocksound Mgt./C.C.C.

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SINGLE RELEASES

OUT OF THE BOX

STEVIE WONDER
Skeletons (4:55) – Motown (1907MF) – Jobete Music-Black Bull Music/ASCAP – S. Wonder – Producer: S. Wonder

Advance single off the forthcoming "Characters" album is this blistering rock/funk number. Wonder delivers an amazing performance, guaranteed to instantly saturate Top 40 and Black Contemporary radio nationwide. Wonder continues in his legendary streak of creating top quality tunes. *Exceptional* song!

OUT OF THE BOX

SMOKEY ROBINSON
What's Too Much (4:15) – Motown (1911MF) – Taj Mahal Music-53rd State Music-Lonnie K. Pub./ASCAP – I. Stone-L. Kirtz-P. Talbert-W. Robinson – Producers: P. Bunetta-R. Chudacoff

Robinson shines on this upbeat number, his inimitable vocal styling is recognizable immediately to listeners. Tune is sure to follow in the amazing chart success set by the two previous singles released off the smash "One Heartbeat" album.

OUT OF THE BOX

ELTON JOHN
Candle In The Wind (3:59) – MCA (53196) – Dick James Music/BMI – E. John-B. Taupin – Producer: G. Dudgeon

Elton delivers a powerful live rendition of this classic (originally found on the now legendary "Goodbye Yellow Brick Road" LP). In this quality live recording, John captures all the passion and energy found in the original. Off the recently released "Elton John - Live In Australia With The Melbourne Symphony Orchestra" double album.

OUT OF THE BOX

SAMMY HAGAR
Eagles Fly (3:58) – Geffen (7-28185) – WB Music-The Nine Music/ASCAP – S. Hagar – Producers: S. Hagar-E. Van Halen

Rock ballad has already seen significant AOR airplay, and should cross instantly over to the pop scene. guitar work and truly impassioned vocals highlight this cut, watch for hot requests. Latest single pulled from Hagar's recent (newly-titled) "I Never Said Goodbye" LP

FEATURE PICKS

VANEESE THOMAS – (I Wanna Get) Close To You (4:16) – Geffen (7-28216) – Bush Burnin' Music-KMA Tunes-Screen Gems/ASCAP – V. Thomas-L. White – Producers: E. Poccia-V. Thomas-W. Warnecke

Artist has already established herself at B/C radio and, with this vehicle, should move quickly over to the pop market.

DOUBLE – Devils Ball (3:47) – A&M (AM-2975) – Z-Muzik/SUISA (admin. by Almo Music)/ASCAP – Haug-Maloo – Producers: F. Haug-Double

Band scored big with last years debut single "Captain Of Her Heart." This jazzy pop number should gain instant acceptance at A/C radio, with Top 40 crossover.

T'PAU Bridge Of Spies (4:08) – Virgin (7-99417) – Virgin Music-M15 Pub./ASCAP – C. Decker-R. Rogers – Producer: R.T. Baker

T'Pau delivers this pleasing pop outing headed straight for the Top 40. Strong vocal work and a driving melody highlight this exceptional pop tune.

THE DREAM ACADEMY – Indian Summer (4:25) – Reprise (7-28199) – Metaphysical Music-Farrowise Ltd. (admin. by Warner-Tamerlane)/BMI – N. Laird Clowes-G. Gabriel – Producers: H. Padgham-N. Laird Clowes-L. Buckingham-J. Guthrie

Brilliant advance single off the forthcoming"" LP. Note: this dreamy pop tune was co-produced by Fleetwood Mac alumni Lindsey Buckingham.

LAX – Satisfaction (3:45) – Striped Horse (SH 7005) – Immediate Music – Jagger-Richard – Producers: R. Benatar-G.L. Senogles

Modernized, unlikely treatment of the Rolling Stones classic should translate well over to today's Top 40 and B/C market. The dance clubs will be all over this one.

KIM WILDE – Another Step (Closer To You) (3:30) – MCA (53192) – Unicity Music/ASCAP – K. Wilde-S. Byrd – Producer: R. Wilde

Contagious, fun pop! Wilde is joined by recording artist Junior on this searing dance/pop duet. I smell a hit...

LITTLE WILLIE JOHN – Fever (2:38) – Atlantic (7-89189) – Hudson Bay Music-Fort Knox Music-Trio Music/BMI – J. Davenport-E. Cooley – Musical Supervisor: John Beug

Reissue of John's 1956-recorded classic (...remember Peggy Lee's Top 10 1958 rendition?). Song is featured on the soundtrack to "The Big Town."

MICHAEL COOPER – To Prove My Love (3:59) – Warner Bros. (7-28200) – Jay King IV/BMI – T. McElroy-D. Foster-J. King – Producer: J. King

Yet another quality, Jay King produced pop/funk outing. Cooper provides this driving tune with strong vocal work - B/C play should be instant.

READY FOR THE WORLD – Here I Am (4:09) – MCA (53174) – MCA Music-Unicity Music-Ready Ready Music-Trixie Lou Music-Anart Music/ASCAP – G. Potts-M. Riley, Jr.-G. Spaniola – Producers: Ready For The World-G. Spaniola

R.F.T.W. continues their proven winning chemistry with this powerful B/C ballad. Should cross A/C first, with Top 40 outlets not far behind.

CAMEO – She's Mine (4:02) – Atlanta Artists/PG (888 876-7) – All Seeing Eye Music- Better Nights Music-PolyGram Music/ASCAP – L. Blackmon-A. Matthews-N. Leftenant – Producer: L. Blackmon

Memorable light rap number should inundated B/C radio instantly. Humorous lyrics coupled with a funky instrumental track provide radio with a winner.

RECORDS TO WATCH

STEVE EARLE & THE DUKES – Sweet Little '66 (2:38) – MCA (53182) – Goldline Music/ASCAP – S. Earle – Producers: T. Brown-E. Gordy, Jr.-R. Bennett

THE COVER GIRLS – Because Of You (3:45) – Fever (SF 1914) – Amber Pass Music-Disco Fever Pub.-Red Instructional Music/ASCAP – D. Cole – Producers: R. Civilles-L. Vega

MADHOUSE – (The Perfect) 10 (3:51) – Paisley Park/WB (7-28182) – Parisongs/ASCAP – Madhouse – Producers: Madhouse

TAYLOR DANE – Tell It To My Heart (3:31) – Arista (AS1-9612) – Chappell Music-November Nights Music-Goldpoint/ASCAP – Swirski-Gold – Producer: R. Wake

CLIFF ROBERTS – Until The End Of Time (4:42) – Paylode (NR 17171-2) – Carma Music/CAPAC – C. Roberts – Producer: D. Rutherford*Contact: (913) 631-6060*

LEE VIERSON – She Don't Believe In Love (3:24) – Paylode (NR 17169-1) – White Cat Music/ASCAP – J. West – Producer: P. Parker*Contact: (913) 631-6060*

ALBUM RELEASES

OUT OF THE BOX

PET SHOP BOYS
Actually–EMI-Manhattan ELI-46972–Producers: Various–Bar Coded

More light, quirky Euro-synth bop with tongue-in-cheek style, deadpan vocals, and tightly programmed percussion. Should yield some left field dance hits like "Hit Music" and the first U.S. single "It's A Sin."

OUT OF THE BOX

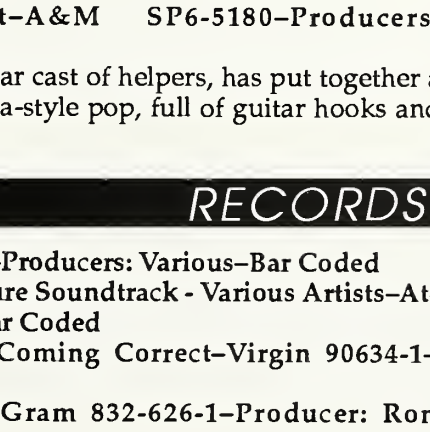
BARRY WHITE
The Right Night And Barry White–A&M SP 5154–Producer: Barry White–Bar Coded

The unmistakeable voice tells the story - deeper than any ocean, romantic like a late night candlelit encounter. It's still all about love, from the stomping single "Sho' You Right" to the smoothness of "I'm Ready For Love," the Maestro is back strongly.

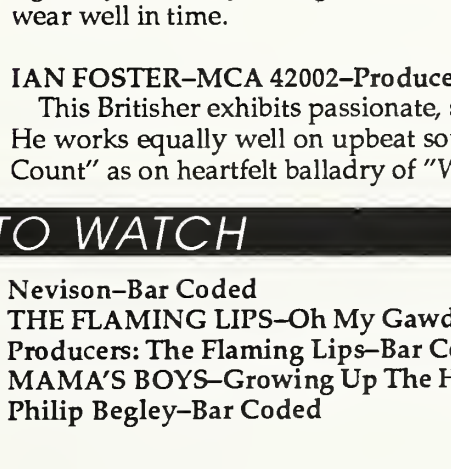
OUT OF THE BOX

VAN MORRISON
Poetic Champions Compose–Mercury/PolyGram 832 585-1 Q-1–Producer: Van Morrison–Bar Coded

From the cool jazz of "Spanish Steps" to the joyous, mystical celebration of "The Mystery;" from the minimalist reaffirmation of "I Forgot That Love Existed" to the lush strains of "Someone Like You," the committed genius of Van Morrison endures. Still the Man...



NEW AND DEVELOPING



TERENCE TRENT D'ARBY
Introducing The Hardline According To Terence Trent D'Arby–Columbia BFC 40964–Producers: M. Ware/T.T. D'Arby–Bar Coded

Easily one of the freshest, sassiest, most welcome breezes to whistle through this year. D'Arby can soul-shout like a coltish Wilson Pickett ("Dance Little Sister" and the first single "If You Let Me Stay") and coo in a haunting, seamlessly fragile falsetto ("I'll Never Turn My Back On You (Father's Words)"), both of which clamor for attention.

FEATURE PICKS

LACE–Shades Of Lace–Wing/PolyGram 833 451-1 Y-1–Producers: L. Job/P. Glass–Bar Coded

Three talented, cute-as-a-button Washington D.C. natives comprise this B/C outfit, with production, songwriting, and musical help from Lionel Job and Preston Glass. Destined for B/C saturation and Power crossover.

RICHARD BARONE–Cool Blue Halo–Passport PB 6058–Producer: Richard Barone–Bar Coded

Lead singer/songwriter/guitarist for the N.J. based Bongos is spotlighted here in a semi-acoustic set live at the Bottom Line. Backed by cello, guitar, and percussion, Barone delivers a haunting, stunning performance. Compelling stuff...

SHANICE WILSON–Discovery–A&M SP 5128–Producer: Bryan Loren–Bar Coded

These grooves bristle with the potential of this 14-year old stunner with the big voice. Flowing, funky arrangements help showcase her chops.

ORAN "JUICE" JONES–G.T.O. Gangsters Takin' Over–Def Jam/Columbia FC 40955–Producers: V. Bell/R. Simmons–Bar Coded

Juice's chameleon-like talent is again in full bloom. He can funk-stomp real bad, like the single "Cold Spendin' My $ Money" and "We Were Friends," then lay back and croon like Smokey in his beautiful falsetto ("You Don't Miss The Rain").

CHRIS STAMEY–It's Alright–A&M SP6-5180–Producers: Stamey/Litt/Scheniman–Bar Coded

Former Db Stamey, along with a stellar cast of helpers, has put together a sharp, forceful platter of North Carolina-style pop, full of guitar hooks and angst-filled vocals.

SUZY SAXON AND THE ANGLOS–Scream To Be Heard–Brat MDP-1086–Producer: Barry Gottlieb

Richmond, VA.-based rock quintet's second LP benefits from solid, exciting songwriting sensibilities and strong harmonies. Production falters in spots, but major labels should sit up and beg.

WILLY DEVILLE–Miracle–A&M SP 5177–Producer: Mark Knopfler–Bar Coded

Deville's bluesy, whisky soaked vocal stylings remind of Tom Waits or John Hiatt, and the songs here are fleshed-out Dylanesque sagas of love and good times gone bad.

THE SECRET POLICEMAN'S THIRD BALL–Various Artists–Virgin 90643-1–Producers: N. Bolt/T. Hollingsworth–Bar Coded

Third in series of star-studded benefit concerts for Amnesty International features Kate Bush in a dramatic reading of "Running Up That Hill," Bob Geldof's brilliant "This Is The World Calling," and the vastly underrated Joan Armatrading with "(I Love It When You) Call Me Names" among many others.

ROGER HODGSON–Hai Hai–A&M SP 5112–Producers: R. Hodgson/J.J. Puig–Bar Coded

Ex-Supertramper struts on his own, with focus on same quirky lyrical insights, synth-heavy arrangements and sarcastic wit. Ambitious project should wear well in time.

IAN FOSTER–MCA 42002–Producer: Nick Martinelli–Bar Coded

This Britisher exhibits passionate, supple vocal chops a la Gregory Abbott. He works equally well on upbeat soul cuts like the first single "Out For The Count" as on heartfelt balladry of "We've Lost This Feeling."

RECORDS TO WATCH

SAMANTHA FOX–Jive/RCA 1061-1-J–Producers: Various–Bar Coded
***DOGS IN SPACE*Original Motion Picture Soundtrack - Various Artists–Atlantic 81789-1–Producer: Not Listed–Bar Coded**
VELORE AND DOUBLE-O–We're Coming Correct–Virgin 90634-1–Producer: Gary Ponzer–Bar Coded
KISS–Crazy Nights–Mercury/PolyGram 832-626-1–Producer: Ron Nevison–Bar Coded
THE FLAMING LIPS–Oh My Gawd!!! The Flaming Lips–Restless 72207-1–Producers: The Flaming Lips–Bar Coded
MAMA'S BOYS–Growing Up The Hard Way–Jive/RCA 1059-1-J–Producer: Philip Begley–Bar Coded

OUT OF THE WOODS– The Call is a band that has been around for quite some time, improving and becoming more vital with each release. Vocalist/bassist/main songwriter **Michael Been** was holed up in the Hollywood Roosevelt Hotel recently before their gig at The Roxy on the 29th, and spoke with *Points West* about the band's latest **Elektra** LP, *Into The Woods*.

"I really like (the record), because we accomplished something that we set out to do, which was to open things up a little bit more instrumentally," he explained. "Plus it was more live than our other albums. We were on the road for eight months, then came right off and into the studio. We kept a lot of the dynamic and energy of live and the improvisation within the song structures."

Been believes that this record shows serious growth within the band, maturity that is evidenced by the amount of musical interpretation and initiative. Lyrically, Been's focus has changed over the years, from the quintessential angry young man to a thoughtful observer of social and political ills. He counts "I Don't Wanna," "In The River," and "Memory," (the band's first ballad) as among the best compositions he's had.

RIGHTEOUS – Michael Been (R) and The Call.

"The earlier albums were happening when Central America was just starting, the Middle East was becoming an everyday thing, terrorism, the new American military buildup, Afghanistan, Grenada, everything..." he mused. "Those albums kind of reflected those times. We were younger, there was more anger, more shattered idealism. There is still a lot of that anger there, but now it's more of an introspective thing; a psychological attempt to understand why human beings get into wars, and why we love them so much, that sort of thing."

Into The Woods has a slightly more commercial sound than its predecessors, but the band's unshakeable bottom-heavy groove is still intact. Could this album take them from alternative darlings to mainstream acceptance? "I don't know. That would be nice. But we don't see ourselves as necessarily that type of band. We try not to look at each album as a make it or break it album, but as a body of work - to look back on, and see progress. Hell, we might be the Grateful Dead of the 90's," said Been in his leisurely, Jack Nicholson drawl.

Spiritual is a word that has been overused in describing the Call's sound, but the depth of Been's convictions are evident in the lyrical imagery. He explains his feelings about religion as a deeply personal confrontation within each person, which the Call's music constantly addresses. "There's another entire side of life that somebody might not be paying any attention to. They might just be caught up in their car or their career or their home or their hairdo... there's a whole other side of life that's more exciting, more rewarding, and certainly happier."

STILL A TEENAGER – The great Dick Clark was recently feted by the Guiness folks for his Supreme Acheivement Award in conjunction with the longetivity of American Bandstand. *Shown at the jam is Clark, Jody Watley, and Andre Cymone.*

THE SAGA CONTINUES – Another band hot on the phone trails this week is Canadian rockers **Saga**, promo-ing for their first release for **Atlantic** called *Wildest Dreams*. Vocalist/keyboardist **Michael Sadler** bent *Points West'* ears for a few minutes this week too, and he explained that this new record is a vital return to basics, with the band cutting back to a three piece, composed of original members Sadler and brothers Ian and Jim Crichton. "It was a decision that almost made itself," Sadler remarked. "It was just time for a change. Things stopped feeling as fresh and inspiring as they used to. This was just the most logical thing to do, because this was the nucleus of the band ten years ago, and this is almost like starting over."

These guys are huge in Europe, with strings of gold records following them everywhere they go. But they can't seem to get arrested over here since their radio smash "On The Loose" from 1981. Initial radio response to the new album's first single "Only Time Will Tell" has been strong, and portends great things in the future. "I would like to think this album will reach a wider audience, especially here in America. I think that it will pick up a new audience without sacrificing the old audience. I don't think that we've made that much of a compromise."

LATE NEWS FLASH – Just off the presses, it appears that the Father of Rock and Roll, **Chuck Berry**, is going to get the 1,857th star on the Hollywood Walk o' Fame on Thursday, October 8. Well done... For more on Chuck, see the right hand side of page 11.

Rob Yardumian

COVER STORY

Na-na-na-na Nationwide –With Loverboy

By Murdoch McBride

For those who don't know about Loverboy, a quick review of their discography might be in order – after all, this Canadian band has accomplished quite a lot since they formed in 1978.

Loverboy is no stranger to success. Their first four albums did extremely well, with *Lovin' Every Minute Of It* certifying platinum, and *Loverboy* and *Keep It Up* going double platinum, and *Get Lucky* coming in at an astonishing triple platinum. Their current LP, *Wildside*, is generating not only welcome MTV airplay and serious chart activity but also has the distinction of being recorded at Little Mountain Sound, the same Canadian studio where Whitesnake, Bon Jovi, Areosmith, and Bryan Adams did their current albums.

Naturally, the band has racked up an impressive list of hit singles along the way, including "Turn Me Loose," "The Kid Is Hot," "Lucky Ones," "Lovin' Every Minute Of It," "This Could Be The Night," and their current smash, "Notorious," which features a fresh approach to songwriting.

"I went out to Jersey and worked with Richie Zambora and Jon Bon Jovi for three days," explains Loverboy guitarist and songwriter Paul Dean. "We wrote four songs and of that I kept the 'Na-na-na-na . . .' part of 'Notorious,' and then re-wrote the song around that chorus with Mike Reno (Loverboy's Singer) and Dodd Cerney (songwriter) from Nashville."

This new approach, which might better be described as a return to their earlier sound, features songs that compliment Reno's vocal range; and that's exactly what the band wanted to do with this album.

"This time it was, 'What's the perfect key for you Mike?' and we would just focus on that." Dean says, "That was a subtle change – the real thing was the lyrics. I think I've gained a real good insight in to Mike over the past couple of years – what he really wants to do, what he really wants to talk about and sing about. I've been writing with a lot of outside writers, and we'd come up with the lines and I'd say, 'Nah, nah . . . ' or later I'd say, 'Yeah, yeah, that's it . . . that's Michael.' And that's the stuff we kept. I was like Michael's songwriter."

Loverboy's *Wildside* LP may be a holiday season winner, but as Mike Reno admits, the band is just happy to have put out a record that *other people* can easily market.

"I guess you could call it a big holiday album," Reno ventures, "I don't really follow why an album is put out at a particular time, like for the holiday season buying, but I am sure that this is a compilation of some of the best work I've done, and when a band feels like that internally, it's gotta show in sales. Some times we tend to let the music take over, but this time we tried to nail down lyrics and melodies."

TALENT ON STAGE

Starship

At the risk of sounding like something of a critic, I will herewith attempt to describe my personal reactions – emotional, radical, and whimsical though they may be, after watching Starship's recent concert at the Universal Amphitheater in Los Angeles.

In all honesty, Mickey Thomas showed bravery when he addressed the issue of "corporate rock" during this show. In doing so he gave to those who have become disillusioned with the Starship for one reason or another – usually because they identify this band with being at the leading edge of generic, sure-hit hipocrasy. However easy it is to grasp the ire touted by the critics of corporate rock, it's nice to know that Thomas is aware of the dilemma.

Although the show was world class, the only new action on this stage was a compelling bid by the band to have their loyal fans get up and really, we mean truly *embrace* the new single from the *No Protection* album, "Beat Patrol". Why this band, in their wisdom, didn't sit down over a couple of Jolt Colas and *debate* putting this into the set is beyond me.

"*Beat*Patrol?" Are they dreaming? How does one patrol a beat anyway? Or is this one of those clever social ironies, like in Bradbury's *Fahrenheit 451*, where the fireman *stared* fires. Are we to believe that Starship patrols our beat, making sure nobody interrupts our vital, essential rhythm? Did on one ever think to call this song, "Street Patrol," or " Sweet Control," or 'Treat My Soul?" I heard

NEW FACES TO WATCH

Robert Vaughn

By Rob Yardumian

LOS ANGELES - San Diego-based rocker Robert Vaughn is angry. Not bitter, not sullen - just angry. Angry at the world around him, angry at the politics and hype of the record business, angry at people who try to portray him as some kind of social martyr out to change the world with his music. Angry at, well, let him tell it: "There's a social responsibility of music. How dare a 45-year old man pollute the minds of the 12-, 13-, 14-year olds? That's disgusting. I know what kids are like that are flipped out on LSD that are 14 years old and locked up in an insane asylum. I seriously doubt any of these foolish bands will ever realize the damage they've done. People believe records - record companies don't want to believe that because if they did there would be a big guilt trip with it. I mean, I saw Kiss on MTV the other night. Forty-five year old men singing some jerk-off song to a bunch of twelve year olds. Absolute foolishness. I tell you what - put a bunch of those bands in the center, and I'll light the match. There are charlatans in rock just like in religion, and phony musicians just like phony politicians. You'd have to sell it to a 12-year old because anyone with half a brain would reject it. Musically it's horrific and the lyrical content is juvenile."

This diatribe against the Spandex-clad poseurs of the rock world is typical of the fiery Vaughn, a self-proclaimed "rebel with a cause" who has produced a debut album that echoes his own indignation at the problems he sees around him. Entitled *Love And War* (Island), the album is a bracing collection of anthemic, classically-enhanced rockers hopeful of AOR airplay.

Love And War is a thematic LP of hope and destiny, as Vaughn explains the variant ideas. "Social, romantic,

ROBERT VAUGHN (R) AND THE SHADOWS

political and religious themes. The four categories of life. They're all there. It's my world view - the only one I feel that I have any right to express."

Although there is a grand, dramatic sweep to the music on the album, Vaughn is realistic about rock's power to change the world, stating "It's impossible. Realistically, I wish it would, but *Love and War* is an inward battle, basically. I'm not trying to be too deep or pretentious about it, because that kind of crap isn't going to go over in rock and roll anyway. I can't be the phony pop star for you. Just listen to the record - there's a lot of subjects being dealt with here."

Perhaps too much has been made of the political overtones of Vaughn's lyrical focus, and he eschews any alliance with either side's views. "I can't think for you," he insists. "The exploitation of the common man is wrong, politically and socially. People ask whether I'm left wing or right wing, well, that's absurd. Both wings are heretical in the end. Both of them lead to destruction if you follow through with them.

"You just have to find the balance within yourself and within what you consider to be normal reality. Once you quit living for rock and roll just for taking drugs and getting laid, you realize that music is a valuable tool that people can internalize."

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this on the album and it baffled me; when I saw it performed live I started pinching myself and the people around me at the show. "Can you believe this is happening?" I asked, pinching them on the arm.

Don't get me wrong, it's "Beat Patrol" that bit the noodle here, not the Starship. I totally dig the Starship but I think they made a bad judgement call with regard to this patrolling the beat business. Watch someone say, "Lighten up bud, it's only a rock song about beats – quit trying to read something into it." Believe me, I am trying very hard not to read anything into it.

Otherwise, the Starship presented some of the neat songs from their last LP, like "Sara" and "We Built This City" plus the stand-a-long-with-Grace classic, "White Rabbit." They also did my personal fave, "Somebody To Love," which is such a good song that I think I will forgive the Starship for "Beat Patrol" just because they remembered to keep the former number in the set.

There were other highlights, including the solos by Craig Chaquico, all of which were well crafted, perfectly executed showcases from a reigning virtuoso. There was even a cool *a capella* bit between Thomas and drummer Donny Baldwin.

It was a fun show, but for a band that can get writers like Bernie Taupin involved with them, they shouldn't settle for anything but the best. I mean, would Bernie Taupin write a line like, "Just remember – we guard this city, the beat patrol – ohhhh!"

Murdoch McBride

EAST COASTINGS

ANY OLD WAY YOU CHOOSE IT – "This book is entirely written, phrase by phrase, by yours truly, **Chuck Berry**."

So begins *Chuck Berry: The Autobiography* (Harmony Books), an extraordinary book about an extraordinary man.

"If you tried to give rock 'n' roll another name, you might call it Chuck Berry."

So says **John Lennon**, in a clip from an old **Mike Douglas** show, at the beginning of *Chuck Berry: Hail! Hail! Rock 'n' Roll* (Universal Pictures), **Taylor Hackford**'s extraordinary film about the same extraordinary man.

The book and the movie are remarkably complementary: some of the questions raised by one get answered (to a certain extent) by the other. For example, we see **Themetta Berry**, Chuck's wife of 39 years, for a minute in the movie. She's on and then – *poof!* – she's gone. When the subject of his noted extramarital activities comes up in the movie, old Chuck mumbles something about "keeping the home fires burning" and moves on.

In the book, we get the extramarital activities in splendid detail (and in writing that is as blithe and original as Berry's songs).

In the movie, the subject of Chuck's run-ins with the law comes up, and Chuck snaps something about this not being the right place and the right time. The book doesn't blink on this – detailing, quite unemotionally, Chuck Berry's three prison terms: for armed robbery as a teenager, for violating the Mann Act at the height of his fame, for failing to pay some taxes in 1979. Berry portrays himself as something of a *naif* here – bungling himself into trouble without any real idea of what he's getting himself into.

Stuff like that. **Keith Richards** accuses Chuck, in the movie, of stealing everything he did, musically, from his original pianist, **Johnnie Johnson**. We feel sorry for Johnnie, who plays splendidly in the movie but who looks rather forlorn. In the book, Berry heaps praise on Johnson's considerable talents, but says he fired him (and decided to stop carrying his own back-up band) when Johnson turned out to be a drunk. Berry, it seems, does not abide liquor.

In fact, if there's anything that comes across in both book and film it's that Chuck Berry is an exceptionally level-headed man: he seems to know exactly what he's doing and exactly why he's doing it. And why he's usually doing everything is to satisfy his two overriding motivations: his pocketbook and his libido.

He's always been interested in making money, and he never really cared whether he headlined a show, "as long as I was satisfied with the fee." His goal was to have a million dollars in cash in the bank, something he appears to have achieved.

So when he's discussing his music, he acknowledges debts to **Elmore James, Charlie Christian, T-Bone Walker, Muddy Waters** and the like, but he is quite clear-eyed on what he was attempting to do. He was attempting to sell records; he was, from the git-go, attempting to cross over.

"Along about now [1956], I was beginning to hear feedback from the disc jockeys and newspapers quoting my age, which was thirty. The kids were beginning to approach me with the respectful gretting of 'Mr. Berry.' Such greetings came as a surprise to me since I had not thought about how it looked for an adult to be playing teenage music. Whatever would sell was what I thought I should concentrate on, so from 'Maybellene' on I mainly improvised my lyrics toward the young adult and even for the teeny boopers, as they called the tots then."

As for his libido, Chuck Berry always had one eye on the savings account and the other, well, not on the savings account. *The Autobiography* is fascinating.

Hail! Hail! Rock 'n' Roll is, in general, short on historical detail – it's not cluttered with old films of Berry and it doesn't really discuss the genesis of his music in particular or of rock 'n' roll in general. What it does have is some brilliant music-making, and comments (ranging from the hilarious to the incisive) from the likes of **Bruce Springsteen, Roy Orbison, the Everly Brothers, Jerry Lee Lewis, Little Richard** (in several scene-stealing cameos) and **Bo Diddley**.

The music (and the tension-filled rehearsals, with Keith Richards attempting to "produce" a Chuck Berry concert) is wonderful, especially when it concentrates on Berry, either performing at a St. Louis club or taking part in the star-studded 60th birthday concert – the film's centerpiece – at St. Louis's Fox Theatre. Things take a giant step down when Chuck relinquishes the mike to (or shares it with) **Julian Lennon, Linda Rondstadt, Etta James,** and **Eric Clapton**. Nobody, it is quite clear, sings Chuck Berry's classics like Chuck Berry.

While neither *Chuck Berry: The Autobiography* nor *Chuck Berry: Hail! Hail! Rock 'n' Roll* do their subject complete justice, together they present a fascinating portrait of an American original.

Lee Jeske

MAKING DEALS – Shown at the recent WEA sales meeting in Hollywood, Florida, are label execs sipping soup. (l-r) George Rossi, executive vice president/marketing, WEA; Michael Kapp, president, Warner special products; Henry Droz, president, WEA; Robert J. Morgado, executive vice president, Warner Communications Inc.; Nesuhi Ertegun, founder chairman/ceo, WEA International (now director of special projects, WCI Record Group); Geoffrey W. Holmes, senior vice president, corporate & investment relations, WCI; Edwin W. Hamowy, senior vice president, corporate strategic planning, WCI; Russ Bach, executive vice president/marketing development, WEA.

DISCOVERING – At the recent Jack The Rapper Convention in Atlanta, 14-year old singer Shanice Wilson is shown being congratulated by label-mate Vesta Williams (6th from left) and A&M folks.

40 YEARS AGO IN CASH BOX

October 13, 1947 – Oscar Moore, ace guitarist for the **King Cole Trio**, failed to show at a concert the combo played in Pittsburgh this past week and forced **Nat Cole** to go on as a duo. Oscar recently announced that he was leaving the Cole group to join Brother **Johnny Moore's Three Blazers**. Cole waited for him until curtain time and then decided to go on with himself and his drummer. He explained the absence of Moore to the audience and announced that anyone requesting their admission money returned would get it. Two schmos out of the packed throng got up and left...From all present indications the record manufacturing industry is in for an extended period of boom sales as the top juke box manufacturers of the nation start their biggest sales drive in an effort to reach the 500,000 juke boxes on location mark and, at the same time, remove from the market all machines of ten years and older vintage...Specialty Records chief, **Art Rupe**, very happy over the way distribs are crying for **Roy Milton** discs. Art made a special trip to Chicago to cut more of Roy...**Tex Beneke**, who has used the **Glenn Miller** name alongside his name in the maestro's band activities has announced that he will drop the Miller name from his band, this coming February. It is believed that Beneke has achieved stature of his own to warrant his dropping the Miller name. When the Miller ork resumed activity after their discharge from the Army Air Forces, it was planned at that time not to use Miller's name at all in conjunction with the ork...The shroud of mystery surrounding the formation of the London Gramophone Corporation and their entry into the recording business broke this past week, with the announcement that the diskery was already readying their first platters for shipment to the United States. Seen in music circles as a large threat to the impending **Perillo** ban on all recordings, the London entry in the disk biz is of large importance. The first release of platters by London will include recordings by **Beryl Davis, Gracie Fields, Anne Shelton, Vera Lynn** and **"Tootie" Camarata...Hot in Harlem: Top five tunes netting heaviest juke box play in Harlem. 1. "Fool That I Am," Dinah Washington.** 2. "Trust in Me," **Hadda Brooks.** 3. "True Blues," **Roy Milton.** 4. "He's a Real Gone Guy," **Nellie Lutcher.** 5. "Early in the Morning," **Louis Jordan.**

EXECUTIVES ON THE MOVE

Aliberte

Barber

Jones

Hontas

WEA Appoints Aliberte, Barber – Henry Droz, president of the Warner/Elektra/Atlantic Corporation, announces the appointment of Fran Aliberte as senior vice president/director of sales. In September 1985, Aliberte joined WEA's national marketing team when he was appointed WEA vice president/director of sales. Droz also announces the appointment of Ornetta Barber as vice president of Black music marketing. In June of 1986, she joined WEA as director of Black music marketing.

Elektra Appoints Jones – Chuck Jones has been promoted to the position of national director of Top 40 Promotion for Elektra Records. He will relocate to New York from Atlanta, where he served since 1981 as a promotion and marketing manager for the Atlanta/Miami region.

Hontas Named – Byron Hontas has been named as West Coast director, media & artist relations for Capitol Records effective immediately. Hontas will report to Dorene Lauer, national director, media & artist relations. Hontas will be responsible for press on the west coast, and tour support of Capitol recording artists.

de Vreeze Named – Jorgen Larsen, senior vice president, European Operations, CBS Records International, has announced the appointment of Koos de Vreeze to the position of area vice president, European Operations. In his new capacity, de Vreeze will continue as managing director of CBS Holland (Domestic) with Bert Cloeckaert, general manager CBS Belgium, reporting to him. In addition, he will have the overall area responsibility for CBS Records International affiliates in the four Nordic countries.

Kates Named – Mark Kates has joined Geffen Records to handle national alternative marketing and promotion, it was announced by Al Coury, the company's head of promotion. Kates joined Big Time Records in 1985 as national album/video promotion director, a post he held until his recent appointment.

CBS Appoints Two – William Bagarazzi has been appointed director, procedures and controls, CBS Records Operation (U.S.), as announced by James Cox, vice president, finance, CBS Records Operations (U.S.). Also at CBS, Jonathan K. Blaufarb has been appointed records counsel in the records section of the Law Department, CBS Inc., as announced by George Vradenburg III, vice president and general counsel, CBS Inc.

BMG Appoints Fabro – Lia Fabro has been appointed manager of community and public affairs for Bertelsmann Music Group, it was announced today by Michael Dornemann, co-charman of Bertelsmann Music Group and president and ceo of BMG Music. In her new position, Fabro will administrate all aspects of the company's community, cultural, and public affairs.

Arcomano Joins – BMI president and ceo Frances W. Preston has announced that Nicholas Arcomano has joined the BMI legal staff as a senior attorney, effective immediately. His primary area of responsibility will be the handling of copyright infringement litigation and he will also be involved in matters before the Copyright Royalty Tribunal.

Hammond Appointed – Rykodisc USA has appointed John Hammond to the position of director of marketing. In the position, Hammond will oversee all phases of marketing and product management, including promotion, publicity, advertising, and special projects, reporting to label president Don Rose.

Azzaro Joins – John Morey, president of Narada Productions, announced today that John Azzaro has been appointed to the newly created position of national marketing director. Azzaro comes to Narada from Living Music Records where, as co-founder, he held the position of vice president of marketing and sales.

The Office Inc. Formed – Producer and mixer John Luongo has announced his official departure from AMI Productions/Steven Machat representation. He has formed his own management/production company "The Office Inc." at 322 West 57th Street Suite 44G New York, New York, 10019. (Telephone number 212 957-8397).

Marion Systems Founded – Tom Oberheim founder of Oberheim Electronics and inventor of the Oberheim line of electronic music equipment, has announced the formation of his new company, Marion Systems Corporation. Marion Systems will be actively involved in the design, development and marketing of unique new products for the musical instrument industry.

Correction: EMI-Manhattan's newly appointed West Coast director for press and publicity Susan Clary's name was inadvertently misspelled last week. We apologize for any inconvenience.

CASH BOX TOP BLACK CONTEMPORARY ALBUMS

		LW	WOC
1	**BAD** Michael Jackson (Epic OE 40600)	1	3
2	**IF I WERE YOUR WOMAN** Stephanie Mills (MCA 5996)	2	16
3	**BIGGER AND DEFFER** L.L. Cool J (Def Jam/Columbia FC 40793)	3	17
4	**THE BIG THROWDOWN** Levert (Atlantic 7-89217)	5	7
5	**HEARSAY** Alexander O'Neal (Tabu/Epic 25602-1)	4	9
6	**JUST GETS BETTER WITH TIME** The Whispers (Solar/Capitol ST-72554)	6	22
7	**WHITNEY** Whitney Houston (Arista AL-8405)	7	17
8	**PAYED IN FULL** Eric B. & Rakim (4th & B'way/Island 40005)	10	11
9	**HOT, COOL & VICIOUS** Salt-N-Pepa (Next Plateau PL 1007)	9	23
10	**LETHAL** U.T.F.O. (Select Sel 12619)	13	6
11	**EVERLASTING** Natalie Cole (Manhattan ST 5309)	11	11
13	**RAPTURE•** Anita Baker (Elektra 9-60444-1) (Columbia FC 40477)	19	80
14	**SPANISH FLY** Lisa Lisa and Cult Jam	16	21
15	**ONE HEARTBEAT** Smokey Robinson (Motown 6626 ML)	12	28
16	**CRUSHIN'** Fat Boys (Tin Pan Apple/Polydor 831 948-1)	14	18
17	**DUOTONES** Kenny G (Arista AL 88427)	15	18
18	**DANA DANE WITH FAME** Dana Dane (Profile PRO 1233)	26	6
19	**LILLO** Lillo Thomas (Capitol ST-12450)	22	24
20	**JUST LIKE THE FIRST TIME•** Freddie Jackson (Capitol ST 12495)	18	49
21	**MARVIN SEASE** Marvin Sease (London/PolyGram 830794-1)	17	30
22	**ALL IN THE NAME OF ¤ LOVE** Atlantic Starr (Warner Bros. 25560-1)	23	26
23	**RHYME PAYS** Ice-T (Sire/Warner Bros. 25602-1)	28	9
24	**SMOOTH SAILIN'** The Isley Brothers (Warner Bros. 9 25586-1)	20	17
25	**LET ME TOUCH YOU** The O'Jays (Philadelphia International/EMI ST 53036)	30	16
26	**RESERVATIONS FOR TWO** Dionne Warwick (Arista 8446)	27	7
27	**SIGN "O" THE TIMES•** Prince (Paisley Park/Warner Bros. 1-25677)	21	25
28	**JONATHAN BUTLER** Jonathan Butler (Jive/RCA 1032-1-J)	24	17
29	**4 BY FOUR** 4 By Four (Capitol ST 12569)	36	15
30	**KEEP YOUR EYE ON ME¤** Herb Alpert (A&M SP 5125)	25	29
31	**JODY WATLEY¤** Jody Watley (MCA 5898)	34	30
32	**ALL BY MYSELF** Regina Belle (Columbia BFC 49537)	29	17
33	**STRAWBERRY MOON** Grover Washington, Jr. (Columbia FC 40510)	31	10
34	**SEXAPPEAL** Georgia (Motown 6229 ML)	32	24
35	**CIRCUMSTANTIAL EVIDENCE** Shalamar (Solar/Capitol ST 72556)	38	10
36	**COLLOBORATION** George Benson/Earl Klugh (Warner Bros. 25580-1)	39	13
37	**LIFE, LOVE & PAIN•** Club Nouveau (Warner Bros. 9 25531-1)	33	43
38	**SURFACE** Surface (Columbia 40374)	40	27
39	**YOI BUM RUSH THE SHOW** Public Enemy (Def Jam/Columbia BFC 49658)	42	22
40	**LOVERS** Babyface (Solar/Capitol ST 72552)	35	16
41	**GIVE ME THE REASON•** Luther Vandross (Epic FE 40415)	37	52
42	**CONTROL•** Janet Jackson (A&M SP 3905)	41	86
43	**GO** Hiroshima (Epic FE 40679)	44	5
44	**BE BE & CE CE WINANS** Be Be & Ce Ce Winans (Capitol ST 12573)	47	8
45	**NAJEE'S THEME** Najee (EMI-America ST 1724)	46	39
46	**ZAGORA** Loose Ends (MCA 5745)	49	5
47	**MADAME X** Madame X (Atlantic 81774)	55	3
48	**DAVY'S RIDE** Davy D (Def Jam/Columbia BFC 40657)	43	8
49	**EYES OF A STRANGER** The Deele (Solar/Capitol ST72555)	50	5
50	**SHIRLEY MURDOCK!a** Shirley Murdock (Elektra 9 60433)	48	46
51	**WIDE OPEN** General Kane (Motown 6238ML)	53	4
52	**KLYMAXX** Klymaxx (MCA 5832)	45	44
53	**WELCOME TO MY DREAM** Tawatha (Epic BFE 40355)	52	13
54	**DECISIONS** The Winans (Qwest 25510-1)	63	2
55	**DON'T DISTURB THIS GROOVE** The System (Atlantic 81691)	51	30
56	**A LOT OF LOVE** Melba Moore (Capitol ST-1247)	58	58
57	**DIFFERENT DRUMMER** Isley, Jasper, Isley (CBS Assoc./Epic FZ40409)	54	19
58	**BEVERLY HILLS COP II** (Original Motion Picture Soundtrack) (MCA 6207)	56	13
59	**GOT TO BE TOUGH** MC Shy D (Luke Skywalker XR-1004)	62	19
60	**POWER** Lakeside (Solar/Capitol St-72553)	57	25
61	**VANEESE THOMAS** Vaneese Thomas (Geffen/Warner Bros. GHS 24141)	65	8
62	**VICTORY•** Kool & The Gang (Mercury/PolyGram 830 398-1)	60	45
63	**MAKE BELIEVE** Slave (Ichiban 1009)	61	7
64	**TOGETHER AGAIN** Temptations (Motown 6246ML)	DEBUT	
65	**WORD UP•** Cameo (Atlanta Artists/PolyGram 830-265-1)	66	56
66	**BROKEN PUZZLE** Theresa (RCA 6488-1-R)	DEBUT	
67	**LIVING ALL ALONE** Phyllis Hyman (Manhattan/EMI ST-53029)	67	55
68	**JUST CALL** Sherrick (Warner Bros. 25576-1)	DEBUT	
69	**START OVER** Cheryl Lynn (Manhattan/EMI ST-53035)	64	11
70	**LICENSED TO ILL•** Beastie Boys (Def Jam/Columbia BFL 40238)	68	46
71	**TELLIN' IT LIKE IT IS** Dimples (Columbia 40859)	59	7
72	**U-TURN** J Blackfoot (Edge EDLP-001)	69	11
73	**VISCIOUS RUMORS... THE ALBUM** Timex Social Club (Dayna/Fantasy F9645)	71	35
74	**ON FIRE** Stetsasonic (Tommy Boy/Warner Bros. TBLP 1012)	70	19
75	**2 LIVE CREW IS WHAT WE ARE** 2 Live Crew (Luke Skywalker XR-100)	74	31

THE BEAT

MADISON AVENUE BATTLES-Black and/-or Urban Radio continues to battle the high powered advertising agencies of Madison Avenue. In a recent article, (front page dated September 23, 1987) **The Wall Street Journal** detailed some of the ongoing problems confronting Black or Urban Radio during a conversation with **Mr. James Hutchinson**, president and chief broadcast official of the Chicago based **Inter Urban Group.**

It's the same old song, that has been played for years. The Black or Urban station in any city, anywhere **U.S.A.** has the top listener percentage according to Arbitron or what ever rating service the Media buyers deem as "the one." The station representative finally gets an appointment to pitch his or her station for a particular buy. The media buyer tries in every way possible to discount the value of the numbers presentation taken from the rating book. Your station is clearly the market leader in the demographics the advertiser is seeking. You may out distance your CHR competitor by a large margin. I will cite an example of a black/urban station in a major market who was number 2 and their closest music (CHR) competitor was number 11. Both stations were given a portion of the buy, however the CHR station received over $500.00 per sixty second announcement, whereby the Black station received just over $200.00 per spot.

Trips and/or phone calls to the Madison Avenue Powers can add up quickly, thus if your station does get a buy, you wind up asking was the net profit from the buy worth it? Sure it is very impressive to have the big national accounts on your station but?? Is there an answer to the current economic plight facing black/urban radio? There certainly is! We will be discussing some of these answers in the future in this column. However the real solution lies in retaining the counsel of a broadcast economic development consultant. These professionals are broad based in their business endeavors, lurk behind the scenes and avoid publicity. If you are interested in seeking information regarding these professionals contact this writer.

THE PREACHER-With a career spanning over 30 years of extraordinary accomplishments, **Bobby Womack** continues to certify his musical brilliance with his latest album on **MCA Records** entitled **The Last Soul Man.** Womack's voice is an American original, raw, impassioned, and romantic, and when he wraps it around a song, no one delivers the package with more urgency and impact.

Born in Cleveland , Ohio as one of five sons of a steel worker, Bobby had joined his brothers in a gospel singing group before he had reached his teens. **The Womack Brothers** performed regularly in the churches and auditoriums of the gospel circuit. Here he met Sam Cooke, who was a member of another gospel group, **The Soul Stirrers.** It was Sam Cooke, who changed the name of the Womack Brothers to **The Valentinos** for their pop music debut, a smash Bobby wrote called **Lookin For A Love.**

After his decision to go solo in 1964, Womack settled in the highly charged musical atmosphere of Memphis, where he worked with, (in addition to the aforementioned) **Joe Tex, King Curtis** and **Dusty Springfield.** His reputation grew through the late 60's and early 70's as he scored with a string of hits **Fly Me To The Moon,** (my first DJ pick to click in radio) **Woman's Gotta Have It, Daylight, You're Welcome, To Stop On By, Check It Out, That's The Way I Feel About Cha, Across 110th Street** from the movie soundtrack he composed and produced and the list goes on and on.

Bobby's new album **The Last Soul Singer,** on which he wrote the majority of the songs but not his single **Living In A Box.** (a smash) Says Womack, "Living In A Box" has a curious history. I first heard it in England sung by the group **Living In A Box.** They presented it as a kind of psychological song, being boxed in your mind. But when I heard it, I was struck by just how applicable the lyrics was for the homeless. I dedicate it to all the homeless people on the album." Also on the album is **Gina,** a song Womack wrote as a tribute to his wife. He is also writing his autobiography, with the assistance of **Grace Robbins,** wife of novelist **Harold Robbins.**

Bobby just returned from an extensive tour of the Orient where he and his 12 piece soul band played before (SRO) standing room only audiences. With the release of his latest single and album on MCA look for more of the same from **The Preacher.**

QUESTION-WHAT DOES STEVIE WONDER AND THE MIAMI SOUND MACHINE HAVE TO DO WITH THE NEXT RELEASE ON EDGE RECORDS??

BOB LONG

CASH BOX TOP BLACK CONTEMPORARY SINGLES

1	*(YOU'RE PUTTIN') A RUSH ON ME* (MCA-53151)	Stephanie Mills	3	10
2	*BAD* (Epic 34-07418)	Michael Jackson	9	4
3	*WE'VE ONLY JUST BEGUN (THE ROMANCE IS NOT OVER)* (Jive/RCA 1049-JAA)	Glen Jones	8	10
4	*JUST CALL* (Warner Bros. 7-28380-A)	Sherrick	5	12
5	*DIDN'T WE ALMOST HAVE IT ALL* (Arista 1-9616)	Whitney Houston	6	10
6	*LOST IN EMOTION* (Columbia 38-07267)	Lisa Lisa & Cult Jam	1	11
7	*JUST THAT TYPE OF GIRL* (Atlantic 7-89216)	Madame X	10	10
8	*LATELY* (Columbia 38-07257)	Surface	11	9
9	*NO ONE IN THE WORLD* (Elektra 7-69456)	Anita Baker	2	13
10	*DON'T YOU WANT ME* (MCA 53162)	Jody Watley	13	7
11	*I NEED LOVE* (Def Jam/Columbia 38-07350)	L.L. Cool J	4	10
12	*U GOT THE LOOK* (Paisley Park/Warner Bros. 7-28289-A)	Prince	12	11
13	*COME OVER* (Capitol B-44034)	4 By Four	15	9
14	*DINNER WITH GERSHWIN* (Geffen 7-28418-A)	Donna Summer	16	8
15	*AIN'T NO NEED TO WORRY* (Qwest/Warner Bros. 7-28274)	The Winans Featuring Anita Baker	17	8
16	*I DON'T THINK THAT MAN SHOULD SLEEP ALONE* (Geffen/Warner Bros. 7-28417)	Ray Parker, Jr.	18	7
17	*CINDERFELLA DANA DANE* (Profile 7151)	Dana Dane	20	8
18	*LOVIN' YOU* (P.I.R./Manhattan B-50084)	O'Jays	22	8
19	*JUST GETS BETTER WITH TIME* (Solar/Capitol B-70012)	Whispers	23	8
20	*HOW SOON WE FORGET* (MCA 23763)	Colonel Abrams	7	12
21	*HEART OF GOLD* (Capitol B-44013)	Bert Robertson	25	8
22	*DOWNTOWN* (Capitol B-44065)	Lillo Thomas	26	6
23	*I CONFESS* (Columbia 38-07357)	Deniece Williams	28	8
24	*ANGEL* (Mercury/PolyGram 888 831-7)	Angela Winbush	27	6
25	*LOVE IS A HOUSE* (Tommy Boy/Warner Bros. 7-28300)	Force MD's	14	15
26	*YOU AND ME TONIGHT* (Virgin 99422)	Deja	29	5
27	*SLEEPING ALONE* (MCA 53162)	Controllers	31	7
28	*MY LOVE IS DEEP* (Wing/PolyGram 887 024-7)	Lace	32	7
29	*DON'T GO* (Capitol B-44047)	Marion Jackson	33	5
30	*CASANOVA* (Atlantic 7-89217)	Levert	21	15
31	*DO YOU HAVE TO GO* (Motown 1904MF)	Gary Glen	34	7
32	*I JUST CAN'T STOP LOVING YOU* (Epic 34-07253)	Michael Jackson	19	9
33	*(BABY TELL ME) CAN YOU DANCE* (A&M AM 2939)	Shanice Wilson	38	5
34	*I WONDER WHO SHE'S SEEING NOW* (Motown 1908MF)	The Temptations	48	4
35	*STONE LOVE* (Manhattan B-50098)	Steve Arrington	39	6
36	*MY LOVE IS ON THE MONEY* (Arista AS1-9620)	La La	36	7
37	*WIPEOUT* (Tin Pan Apple/PolyGram 885 960-7)	Fat Boys	24	10
38	*CERTIFIED TRUE* (Mercury/Polygram 888 837-7)	BarKays	43	5
39	*COLD SPENDIN' MY $ MONEY* (Def Jam/Columbia 38-07391)	*Oran "Juice" Jones*	*44*	*3*
40	*MY NIGHT FOR LOVE* (MCA 52894)	Giorge Pettus	45	3
41	*LET ME BE THE ONE* (Arista 1-9617)	Expose	47	5
42	*HELPLESSLY IN LOVE* (MCA 53164)	New Edition	35	10
43	*SO MANY TEARS* (Columbia 38-07388)	Regina Belle	54	4
44	*NIGHTS OF PLEASURE* (MCA 53170)	Loose Ends	49	5
45	*DREAMIN'* (Epic 34-07199)	Will To Power	30	8
46	*THAT'S WHAT LOVE IS ALL ABOUT* (Columbia 38 7322)	Michael Bolton	50	3
47	*I LOVE YOU BABE* (Solar/Capitol B0009)	Babyface	40	16
48	*PINKY'S COLD STUPID PARTY* (RCA 5290-7-RAB)	*New Choice*	*62*	*2*
49	*BE YOURSELF* (Jive/Arista JS1-9629)	Whodini (Featuring Millie Jackson)	71	55
50	*ONE HEARTBEAT* (Motown 1897 MF)	Smokey Robinson	37	18
51	*AUTOMATIC* (4th & B'Way/Island 7427)	Millie Scott	56	4
52	*LET'S START LOVE OVER* (Island 7-99413)	Miles Jaye	61	4
53	*SAY AMEN* (Elektra 69441)	Howard Hewett	46	6
54	*WHENEVER YOU'RE READY* (RCA 5292-7-RAA)	Five Star	63	4
55	*(IT'S THAT) LOVIN' FEELING* (Warner Bros. 7-28381)	Jamaica Boys	58	4
56	*B.Y.O.B. (BRING YOUR OWN BABY)* (Portrait 37 176225)	*Angela Clemmons*	*65*	*3*
57	*MAKING LOVE IN THE RAIN* (A&M AM 2949)	Herb Alpert	42	13
58	*GIVIN' YOU BACK THE LOVE* (CBS Assoc./Epic ZS4 07254)	Isley, Jasper, Isley	41	15
59	*IF YOU LET ME STAY* (Columbia 38-07398)	Terence Trent D'Arby	68	3
60	*IN THE HEAT OF THE NIGHT* (Columbia 38-07290)	Pauli Carman	51	6
61	*DON'T MAKE ME WAIT FOR LOVE* (Arista ASI 9625)	Kenny G.	70	3
62	*LOVE SHOCK* (Atlantic 7-89206)	Aleem Featuring Leroy Burgess	67	3
63	*CALL ME UP* (Columbia 38-07204)	Process & The Doo Rags	53	6
64	*SHO' YOU RIGHT* (A&M AM-2943)	Barry White	76	2
65	*SHE'S FLY* (Epic 49-07461)	Tony Terry	72	3
66	*JUMP START* (Manhattan/EMI B-50073)	Natalie Cole	57	18
67	*LUV'S PASSION AND YOU* (RCA 5293-7-RAA)	Chad	77	2
68	*CRITICIZE* (TABU/CBS ZS4 07600)	Alexander O'Neal	81	2
69	*NIGHTTIME LOVER* (Atlantic 7-89232)	System	59	16
70	*HOLDING ON* (Jive/RCA 1063-7-JAA)	Jonathan Butler	86	2
71	*1. GAMES* (SOLAR B-70013)	Shalamar	82	2
72	*LAST TIME* (RCA 5229-7-RAA)	Theresa	62	16
73	*EXCEPTION TO THE RULE* (Paradise 4229)	Fifth Ave.	79	3
74	*LOVER'S LANE* (Motown 1906MF)	Georgio	84	2
75	*TOGETHER FOREVER* (Chrysalis/Cooltempo 43140)	Intrique	60	5
76	*DID I DREAM YOU* (EPIC 34-07407)	Tawatha	87	2
77	*I WANT TO BE YOR MAN* (Reprise 7-28229)	Roger	DEBUT	
78	*(CATCH ME) I'M FALLING* (VIRGIN 7-99416)	Pretty Poison	88	2
79	*I LIVE FOR YOUR LOVE* (EMI-Manhattan 50094)	Natalie Cole	DEBUT	
80	*MY FOREVER LOVE* (Atlantic 7-89182)	Levert	DEBUT	
81	*HEART ON THE LINE* (Geffen/Warner Bros. 7-28298-A)	Jennifer Holiday	64	11
82	*I AIN'T NO JOKE* (4th & B'Way 7448)	Eric B. & Rakim	DEBUT	
83	*LET IT BE* (Fantasy 286)	Boys On The Block	66	5
84	*SHOW A LITTLE LOVE* (Columbia 38-07189)	Mission	DEBUT	
85	*IF YOU NEED MY LOVE TONIGHT* (Arista AS1-9623)	Aretha Franklin	DEBUT	
86	*YOU MAKE ME WANT TO (LOVE AGAIN)* (A&M AM-2957)	*Vesta Williams*	*DEBUT*	
87	*I'VE BEEN WATCHING YOU* (Motown 1909MF)	Chico DeBarge	DEBUT	
88	*SWEET SOMEBODY* (21 Records/Atlantic 99418)	Donna Allen	DEBUT	
89	*LOVE/HATE (From Beverly Hills Cop II)* (MCA MCA-53161)	Pebbles	69	4
90	*DIVAS NEED LOVE TOO* (Constelation/MCA 53117)	Klymaxx	71	14
91	*SUMMER NIGHTS* (Columbia 38-07240)	Grover Washington, Jr.	73	11
92	*LOVE POWER* (Arista AS1-9567)	Dionne Warwick & Jeffrey Osborne	74	14
93	*TELL IT LIKE IT IS* (Columbia 38-07188)	Dimples	75	14
94	*GIRL PULLED THE DOG* (Motown 1901MF)	General Kane	78	14
95	*CAN-U-DANCE* (Solar/Capitol 70007)	The Deele	85	10
96	*(CAN'T) GET YOU OUT OF MY SYSTEM* (Geffen/Warner Bros. 7-28332-A)	John White	83	11
97	*MS. X* (Sound Town ST-0019)	David Alexander	89	6
98	*THE ROCK* (A&M AM 2956)	Tramaine	90	9
99	*YA COLD WANNA BE WITH ME* (Select 62293)	U.T.F.O.	80	7
100	*BULLSEYE* (Solar/Capitol B-70010)	Lakeside	91	11

HEAVY D.
and the Boyz

THE
OVERWEIGHT LOVERS
IN
THE HOUSE

MCA-5319S

THE NEW RELEASE FROM

"LIVING LARGE"

MCA-5986

PRODUCED BY D.J. MARLEY MARL
MANAGEMENT: ANDRÉ HARRELL,
UPTOWN ENTERPRISES

MCA RECORDS ©1987 MCA RECORDS, INC.

CASH BOX TOP 12" DANCE SINGLES

		LW	WOC
1	**CASSANOVA** LEVERT (Atlantic 0-86673)	1	12
2	**FULL CIRCLE** COMPANY B (Atlantic 0-86674)	3	7
3	**LOST IN EMOTION** LISA LISA & CULT JAM (Columbia 44-06872)	4	8
4	**DREAMIN'** WILL TO POWER (Epic XS9-06830)	2	15
5	**SECRET AFFAIR** CLAUDJA BARRY (Epic 49 06837)	6	8
6	**PARTY YOUR BODY** STEVIE B(LMR 4000)	10	6
7	**I HEARD A RUMOR** BANNANARAMA (London/PolyGram 886-188-1)	11	8
8	**(YOU'RE PUTTIN') A RUSH ON ME** STEPHANIE MILLS (MCA 237740)	8	7
9	**POUR IT ON** MASON (Elektra 0-66795)	16	7
10	**CATCH ME I'M FALLING** PRETTY POISON (Virgin/Atlantic 0-96752)	5	9
11	**TRUE FAITH (REMIX)** NEW ORDER (Qwest/Warner Bros. 0-20733)	14	5
12	**WHO'S THAT GIRL** MADONNA (Sire/Warner Bros. 0-20692)	9	11
13	**WHEN SMOKEY SINGS** ABC (Mercury/PolyGram 888 726-1)	12	8
14	**SILENT MORNING** NOEL (4th & B'way 439)	7	10
15	**JUST THAT TYPE OF GIRL** MADAME X (Atlantic 0-86672)	22	5
16	**WIPEOUT** FAT BOYS (Tin Pan Apple/PolyGram 885-960-1)	13	8
17	**I LOVE YOU BABE** BABYFACE (Solar/Capitol V-71156)	20	7
18	**LET ME BE THE ONE** EXPOSE (Arista AD1-9618)	24	5
19	**U GOT THE LOOK** PRINCE (Paisley Park/Warner Bros. 0-20727)	17	7
20	**CURIOSITY KILLED THE CAT** MISFIT(Mercury/PolyGram 888 752-1)	25	6
21	**WHO FOUND WHO** JELLYBEAN (Chrysalis 4V9 43089)	15	13
22	**JUMP START** NATALIE COLE (Manhattan/EMI V 56053)	23	10
23	**STRANGELOVE (REMIX)** DEPECHE MODE (Sire/Warner Bros. 0-20696)	19	13
24	**THE REAL THING–** JELLYBEAN/STEVEN DANTE (CHRYSALIS 4V943171)	33	3
25	**VICTIM OF LOVE** ERASURE (Sire/Warner Bros. 0-20740)	18	6
26	**LEAVE MY MONKEY ALONE** WARREN ZEVON (Virgin/Atlantic 0-9677)	30	6
27	**DON'T YOU WANT ME–** JODY WATLEY(MCA 23785)	48	3
28	**GOOD INTENTIONS** EVA CHERRY (Capitol V-15308)	34	6
29	**FAKE** ALEXANDER O'NEAL (Tabu/Epic 4Z9-06788)	26	15
30	**MY LOVE IS GUARANTEED** SYBIL(NEXT PLATEAU NP 50067)	46	3
31	**SINFUL** PETE WYLIE (Virgin/Atlantic 0-96776)	36	6
32	**FUNKY NASSAU** BLACK BRITAN (Virgin/Atlantic 0-96776)	28	6
33	**TINA CHERRY** GEORGIO (Motown 4586 MG)	21	14
34	**PUT THE NEEDLE TO THE RECORD** CRIMINAL ELEMENT (Criminal CR12-014)	35	6
35	**LOOKING FOR A LOVER** TAURUS BOYZ (Cooltempo/Chrysalis 4V9 4312)	49	6
36	**CAUSING A COMMOTION** MADONNA(SIRE 0-20762)	DEBUT	
37	**DO IT PROPERLY** 2 PUERTO RICANS A BLACKMAN & A DOMINICAN (Grooveline GRL 5001)	29	6
38	**CRAZY LOVE** NANCY MARTINEZ (Atlantic 0-86779)	31	8
39	**(BABY TELL ME) CAN YOU DANCE** SHANICE WILSON (A&M SP-12235)	DEBUT	
40	**MIND OVER MATTER** E.G. DAILY (A&M SP-12246)	27	7
41	**YOU AND ME TONIGHT** DEJA (VIRGIN 0-96755)	DEBUT	
42	**TELL IT TO MY HEART** TAYLOR DANE (ARISTA AD1-9611)	DEBUT	
43	**LOVE/HATE** PEBBLES(MCA 23780)	45	3
44	**SOMETIMES** COLONEL ABRAMS (MCA 23763)	32	18
45	**MAKE IT FUNKY** ICE-T (Sire/Warner Bros. 9-20711-0)	41	12
46	**SHATTERED GLASS** LAURA BRANIGAN (Atlantic 0-86675)	37	7
47	**PLAY WITH ME** ABBY LYNN (Atlantic 0-86693)	40	7
48	**I KNOW** PAUL KING (Epic 49-6866)	38	7
49	**HEARTACHE** PEPSI & SHIRLEY (Polydor/PolyGram 885 929-1)	42	13
50	**LIVING IN A BOX** (Chrysalis 429 4319)	39	15

NEW 12" RELEASES

FRANCHISE (Panoramic PRS-100)
Dangerous (5:25) (LeCarna/Chrystalsmiles (ASCAP) Hevyone Music (BMI) (Nate Phillips) (Producer: Nate Phillips)

GIORGE PETTUS (MCA 23660)
My Night For Love (12" Mix) (5:32) (Little Tanya Music/MCA Music ASCAP) (LA LA) (Producer: LA LA)

ANGELA WINBUSH (Mercury 888831-1)
Angel (Extended Version) (5:18) (Angel Notes Music ASCAP (A. Winbush) (Producer: A. Winbush)

LOOSE ENDS (MCA 23789)
Nights Of Pleasure (5:50) (Virgin Music/Brampton Music/On The Move Music ASCAP) (S. Nichol-J. Eugene-C.McIntosh-N.Martinelli) (Producer: Nick Martinelli)

DONNA ALLEN (21 Records DMD 1088)
Sweet Somebody (Dub Mix 7:10) (Jobete Music/Emergency Music/Green Star Music (ASCAP) Not Fragile Music Corp (BMI) (A. Goodwin-C. Josephs-R. Kilgore) (Producer: Lou Pace)

RUDY KAMP (Tradewind T-12-816)
Living In Paradise (Dance Mix) (5:55) (Humpback Music, ASCAP) (Bill Glass) (Producers: Bill Glass-John Vestman)

GAP BAND (RCA 6674-1-RDAA)
Sweeter Than Candy (Penitentiary 3) (4:10) (New World Publishing BMI) (R. Calhoun-R. Johnson) (Producer: R. Wilson)

SQUIRMIN HERMAN & THE MAGNEFICENT 7 (T.T.T.P. 701)
Pick It Up (Dance Mix 6:16) (To The Top Publishing) (C. Howell-B. Young) (Producer: Billy Young)

DOC POWELL (Mercury 888 843-1)
What's Going On (7" Version 4:35) (Jobete Publishing BMI) (M. Gaye-A. Cleveland-R. Benson) (Producers: Doc Powell-Tony Prendatt)

ROGER (Reprise 0-20771)
I Want To Be Your Man (Extended Version 5:51) (Troutman's Music Co./Saja Music Co. BMI) (Larry Troutman) (Producer: Roger Troutman)

RENEE ALDRICH (Jampacked JPI-2010)
Just Begun To Love You (4:54) (Music Specialists Publishing Inc./Price & Williams Music BMI) (T. Price-B. Williams) (Producers: T. Price-B. Williams)

MOST ACTIVE

Lisa Lisa & Cult Jam–Lost in Emotion–Columbia

CLUB PICK

Chico DeBarge – I've Been Watching You – Motown
Neil Petricone
Club: Snifters
Location: Boston, Ma.

Comments:
"This is a major musical happening in the Boston area. It should do well every where it is played."

STRONG ACTIVITY

Eric B. & Rakim–I Ain't No Joke–4TH & Broadway
Roger–I Want To Be Your Man–Reprise
Chandra Simmons–Never Gonna' Let You Go–Fresh
Bobby Marchan–There's Something On Your Mind 87–Edge
Barry White–Sho' You Right–A&M
Chad–Luv's Passion And You–RCA

RETAILER'S PICK

Bad–Michael Jackson–Epic
Store : Ambat Records
Manager: Porky Schafer
Location: Cincinnati, Oh.

Comments:
"What can you really say about this record? It is quite simply destined to become a tremendously big seller! It's Bad!!"

ON JAZZ

RAG TRADE – Dig this: In 1916, **Scott Joplin** sat down at a piano and played "Maple Leaf Rag," "Weeping Willow Rag," and a few other originals. And now these performances are available on compact disc and – here's the thing – they have been digitally recorded. What? Digitally recorded performances from 1916?

Well, of course, Joplin didn't make a recording, he made a piano roll. And Canaan, New York's Biograph Records, the historical label that knows a thing or two about piano rolls, has just issued three CDs worth of the things: a pair of Joplin discs ("The Entertainer" and "Elite Syncopations") and a compilation ("The Greatest Ragtime of the Century").

It's fascinating – indeed, it's downright scary – to hear these songs more or less as performed by Scott Joplin. The lion's share of the performances on the Joplin discs are from piano rolls made long after Joplin's demise, but this is ragtime as it was meant to be played – stately and quite beautiful. The compilation disc is, in many ways, the most interesting, because it features 16 original piano rolls: three of the Joplins and others by **Fats Waller, Jelly Roll Morton, James P. Johnson, Eubie Blake, Jimmy Blythe** and **Charles Clark.**

Biograph's president, **Arnold S. Caplin**, produced these things, with a little help from his friends, including MIT professor **Charles Weiner**, who says, "It is really striking to remember that the word 'digital' originally referred to the fingers or digits, upon which our counting systems were based, and that the early digital computers were controlled by perforated or punched papers tapes and cards."

There you are: what goes around comes around. Scott Joplin – digitally recorded then, digitally recorded now.

SAN FRANCISCO – With the baseball play-offs headed for Candlestick Park, you'd think San Francisco would be happy enough as it is. But, no, they feel they have to go out and have a jazz festival. The fifth annual Jazz in the City extravaganza gets under way October 9th at Bimbo's (you know, **Jessica Hahn**'s joint) with "A Tribute to Latin Jazz Masters," featuring **Francisco Aguabella, Pete Escovedo** and others, and ends on October 17th at the same place with **Maria Muldaur, Mary Stallings** and many others singing "The Songs of **Harold Arlen.**" In between, there will be performances by, to name a few, **Tony Williams, David Grisman, Bobby Hutcherson, Joe Henderson** and **the Kronos Quartet.** Call (415) 864-5449 for futher details.

CDs, CDs, CDs – A couple of items of considerable note have slid into the CD sections of record stores recently. One is Mobile Fidelity Sound Lab's "The Complete **Sarah Vaughan** Live in Japan," perhaps the best album La Sarah has ever made. Recorded in 1973 for Mainstream Records (and out-of-print for a number of years), this album is a stunner – the gorgeous voice at its most breathtaking. Capturing just about two full sets, this original came out as two albums: the double-LP "Live in Japan" and the single "More Live in Japan." Now it's all on two CDs – one of the centuries great voices at its most divine.

And Atlantic, continuing its CD reissue program apace, has just put out **Ornette Coleman**'s galvanizing "Free Jazz," complete with the 17-minute "First Take" (previously available only on an album of previously-unissued Ornette bits and pieces). "Free Jazz" was Ornette's experiment with a double quartet and it is still, some 25 years later, a stunning experiment in free improvisation.

BUTLER DID IT – Henry Butler (l) takes time out from his recent Sweet Basil engagement for an interview with Billy Taylor, to be aired on CBS's Sunday Morning *Oct. 18.*

BOPPING AROUND – Caroline W. Leslie, who owned and operated Spinnster Records out of her home in Florida, died August 23 of cancer at the age of 51. She was a genuine presence on the South Florida jazz scene...Bainbridge Records has just issued **Ron Eschete**'s "Christmas Impressions" on CD, just in time for the holidays (the holidays?)...**Kwame Shaw**'s JazzTrack series, which fills Greenwich Village's Greenwich House with the good sounds, has two interesting collaborations up its sleeve: a meeting of **Pe De Boi**, the samba band, and **Olu Dara** (Oct. 24), and a band made up of **Andrew Cyrille, Julius Hemphill, Fred Hopkins, Henry Theadgill** and **Bob Stewart** (Dec. 5)...**Peter Erskine**'s "Transition" album, released on CD earlier this year by Denon, has now come out (slightly abridged) on LP, licensed by Passport Jazz...New from Oxford University Press: *Duke Ellington* by **James Lincoln Collier** ($19.95) and *All In Good Time* by **Marian McPartland** ($14.95).

Lee Jeske

CASH BOX JAZZ ALBUMS

Title, Artist, Label, Number, Distributor
★ = **Available on Compact Disc**
■ = **Platinum (RIAA Certified)**
□ = **Gold (RIAA Certified)**

		LW	WOC
■	*COLLABORATION* GEORGE BENSON/EARL KLUGH (Warner Bros. 25580-1)	2	14
2	*STILL LIFE (TALKING)* PAT METHENY GROUP (Geffen GHS 24145)	1	11
■	*STRAWBERRY MOON* GROVER WASHINGTON, Jr. (Columbia FC 40510)	3	9
4	*DUOTONES¤* KENNY G.(Arista AL8 8427)	4	58
■	*STORIES WITHOUT WORDS* SPYRO GYRA (MCA 42046)	5	6
■	*MARSALIS STANDARD TIME VOL. 1* WYNTON MARSALIS (Columbia FC 40461)	6	4
7	*THE CAMERA NEVER LIES* MICHAEL FRANKS (Warner Bros. 25570)	7	9
■	*DISCOVERY* LARRY CARLTON (MCA 42003)	9	12
9	*GO* HIROSHIMA (Epic FE 40679)	8	8
10	*JONATHAN BUTLER* (RCA/Jive 1032-1-J)	10	17
11	*FOUR CORNERS* THE YELLOW JACKETS (MCA 5994)	11	19
12	*A CHANGE OF HEART¤* DAVID SANBORN (Warner Bros. 27479-1)	13	36
13	*MICHAEL BRECKER* (MCA/Impulse 5980)	12	22
14	*FOUR FOR ALL* SPHERE (Verve/Palygram 831674-1)	14	4
15	*THE HAMMER* ANDY NARELL (Windham Hill Jazz WHO 107)	15	12
■	*LIFE FLIGHT* FREDDIE HUBBARD (Blue Note BT 85139)	18	8
17	*NAJEE'S THEME¤* NAJEE (EMI America ST 17241)	17	44
18	*KEYS TO THE CITY* RAMSEY LEWIS (Columbia FC 40677)	19	19
19	*LIGHT YEARS* THE CHICK COREA ELECTRIC BAND (GRP GR 1036)	20	18
20	*LIVE AT MT. FUJI* OTB (Blue Note BT 85141)	21	3
21	*THE OTHER SIDE¤ OF ROUND MIDNIGHT* FEATURING DEXTER GORDON (Blue Note BT 85135)	22	41
22	*DIGITAL DUKE* DUKE ELLINGTON ORCHESTRA (GRP GR 1038)	23	15
■	*BRAZILIAN ROMANCE* SARAH VAUGHAN (CBS Masterworks FM 42519)	25	3
■	*THE GADD GANG* STEVE GADD (Columbia FC 40864)	27	5
25	*FORBIDDEN LOVE* NANCY WILSON (Columbia FC 40787)	26	14
26	*QUARTET WEST¤* CHARLIE HADEN (Verve/PolyGram 831 673-1)	16	13
27	*SPONTANEOUS INVENTIONS¤* BOBBY McFERRIN (Blue Note BT-85110)	24	58
28	*CINEMAJIC* DAVE GRUSIN (GRP 1037)	29	5
29	*WONDERLAND* STANLEY TURRENTINE (Blue Note BT 85140)	30	21
30	*THE SPICE OF LIFE* KAZUMI WATANABE (Gramavision 8706)	31	3
31	*IRRESISTIBLE FORCES* JACK DEJOHNETTE (MCA Impulse 5992)	32	20
32	*BIRDS OF A FEATHER* BIRDS OF A FEATHER (Optimism DSP 7002)	33	3
■	*HIGH VOLTAGE* MAYNARD FERGUSON (INTIMA SJ 73270)	37	2
34	*DIANE SCHUUR & THE COUNT BASIE ORCHESTRA* (GRP GR 1039)	34	2
35	*ORNETTE IN ALL LANGUAGES* ORNETTE COLEMAN (Caravan Of Dreams DDP 85008)	28	11
■	*THE VOCAL ALBUM* CRUSADERS (MCA 42057)	DEBUT	
37	*CIVILIZATION* TONY WILLIAMS (Blue Note BT 85138)	35	25
38	*FREEDOM AT MIDNIGHT* DAVID BENOIT (GRP 1035)	40	19
39	*TO BIRD WITH LOVE* EDDIE DANIELS (GRP 1034)	36	5
40	*EARTHWORKS* BILL BRUFORD (Editian EG ED 48)	39	12

JAZZ FEATURE PICKS

CRYSTAL STAIR – Donald Harrison/Terence Blanchard – Columbia FC 40830 – Producer: Delfeayo Marsalis

A stilleto-sharp contemporary hard bop album from a pair of musicians who continue to grow and whose band really sounds like a band.

DAYS AWEIGH – Cassandra Wilson – JMT 870012 (dist: PSI) – Producer: Stefan F. Winter

A dynamic, full-bodied album from a young singer with chops, taste and range. Everything here has a heady and original fizz. A good one!

HOMAGE TO JOHN COLTRANE – Dave Liebman – Owl 046 (dist: PSI) – Producers: Jean-Jacques Pussiau, Francois Lemaire

Sopranoist Liebman, one of 'Trane's most steadfast disciples, in a passionate album of Coltrane originals, nicely arranged for two different bands.

MUSIC FOR STRING QUARTET, JAZZ TRIO, VIOLIN, AND LEE KONITZ – Pierre Blanchard – Sunnyside SSC 1023 – Producers: Pierre Blanchard, Francois Zalacain

An interesting album that introduces a talented young french violinist who straddles the line between Third Stream and hot jazz, often at once.

SARABANDE – Fred Hersch – Sunnyside SSC 1024 – Producer: Fred Hersch

Pianist Hersch in a crystalline, lyrical album of standards and originals that drips with beauty. Fine work, too, from Charlie Haden and Joey Baron.

SWEET REMEMBRANCE – Tony Dagradi – Gramvision 18-8707 – Producer: Jonathan F.P. Rose

The shadow of John Coltrane hangs heavily over this spiritual album by a strong, New Orleans saxophonist.

THE BEST THING FOR YOU – John Bunch – Concord Jazz CJ-328 – Producer: Carl E. Jefferson

Lilting, swinging standards from the delightful piano veteran.

CD SPOTLIGHT

SPLIT ENZ
History Never Repeats (The Best Of Split Enz) – A&M (CD 3289) – Producers: Various

A&M has finally issued a U.S. compilation of Split Enz's best tracks. The disc is timely released on the heels of (Split Enz vocalist) Neil Finn's recent success with Crowded House. The compact disc contains eleven tracks, all of which should have been huge American hits - although because of the Enz's advanced musical styles, the songs went virtually unrecognized by American radio. Exceptionally high-grade quality sound surrounds this disc, all analog recordings mixed to top quality digital sound. Best selections include: "I See Red" off the album *Frenzy*; "I Got You" from the *True Colours* LP; Off the *Time And Tide* LP there is "Six Months In A Leaky Boat"; "One Step Ahead" from the *Waiata* LP; and "Message To My Girl" from *Conflicting Emotions*. Hopefully, this collection will encourage listeners to delve into the record bins, searching for Split Enz's early works. Time will tell...

THE BEATLES –
Magical Mystery Tour – Parlophone/Capitol (CDP 7 48062-2) – Producers: George Martin

Capitol has just released the latest in the line of Beatles' compact discs, 1967's classic "Magical Mystery Tour." "Magical Mystery Tour" has the distinction of being the first of the Beatles' compact discs to be released in its American version (all others have been pressed according to their U.K. configurations). Only six of the disc's cuts were featured in the "Magical Mystery Tour" film; "The Fool On The Hill," "Flying," "Blue Jay Way," "Your Mother Should Know," "I Am The Walrus" and the title cut. The other tracks contained were culled from two British E.P.'s, they are "Hello Goodbye," "Strawberry Fields Forever," "Penny Lane," "Baby You're A Rich Man" and "All You Need Is Love." The sound quality of "Magical Mystery Tour" is superb, continuing in the excellent precedent set by all the Beatles' discs released thus far. An obvious must for any fan.

CD NEW RELEASES

WILLIAM GOLDSTEIN – Switched On Classics – Pro-Art (CDD-338) – Producer: William Goldstein

BILLY IDOL – Vital Idol – Chrysalis (41620) – Producer: Keith Forsey

LACE – Shades Of Lace – Wing/PG (833 451-2 Y-1) – Producers: Lionel Job-Preston Glass

VAN MORRISON – Poetic Champions Compose – Mercury/PG (832 585-2 Q-1) – Producer: Van Morrison

ROGER HODGSON – Hai Hai – A&M (CD-5112) – Producers: Roger Hodgson-Jack Joseph Puig

WILLY DeVILLE – Miracle – A&M (CD-5177) – Producer: Mark Knopfler

THE TEMPTATIONS – Together Again – Motown (MCDO6246MD) – Producers: Rick Chudacoff-Peter Bunetta

SCREAMING BLUE MESSIAHS – Bikini Red – Elektra (60755-2) – Producer: Vic Maile

HOUSEMARTINS – The People Who Grin Themselves To Death – Elektra (60761-2) – Producers: John Williams-Housemartins

MADE IN HEAVEN - ORIGINAL MOTION PICTURE SOUNDTRACK – Various Artists – Elektra (60729-2) Producers: Various

JOAO GILBERTO – Live In Motreaux – Nonesuch (60760-2) – Producer: Joao Gilberto

CASH BOX TOP 40 COMPACT DISCS

		LW	WOC
1	***BAD*** MICHAEL JACKSON (Epic EK 40600)	2	3
2	***A MOMENTARY LAPSE OF REASON*** PINK FLOYD (Columbia CK 40599)	5	3
3	***WHITE ALBUM*** BEATLES (CAPITOL CDP 7 46443 2/746444 2)	1	5
4	***HOLD YOUR FIRE*** RUSH (Mercury/PloyGram 832-464-2)	15	3
5	***LONESOME JUBILEE*** JOHN COUGAR MELLENCAMP (Mercury 832 465-2)Pol	8	4
6	***LA BAMBA*** SOUNDTRACK (Slash/ Warner Bros. 2-25605)	3	9
7	***DOCUMENT*** R.E.M. (I.R.S. IRSD 42059/MCA)	12	3
8	***HYSTERIA*** DEF LEPPARD (Mercury 830 675 2)	4	7
9	***WHITNEY*** Whitney Houston(Arista ARCD-5732)	7	18
10	***INTO THE DARK*** GRATEFUL DEAD (Arista ARCD 8452)	6	10
11	***WHITESNAKE*** WHITESNAKE (Geffen 24099-2)	9	24
12	***DUOTONES*** KENNY G (Arista ARCD 8427)	10	28
13	***DIRTY DANCING*** ORIGINAL MOTION PICTURE SOUNDTRACK (RCA 6402-2-R)	35	2
14	***THE JOSHUA TREE*** U2 (Island 2-90581)	13	28
15	***BEST OF THE DOORS*** THE DOORS (Elektra 2-60345)	11	6
16	***STILL LIFE (TALKING)*** PAT METHENY GROUP (Geffen 2-24145)	19	8
17	***WHO'S THAT GIRL*** SOUNDTRACK (Sire 2-25611)	17	7
18	***BAD ANIMALS*** HEART (Capitol CDP-46676)	22	16
19	***PRIMITIVE COOL*** MICK JAGGER (Columbia CK 40919)	30	2
20	***SGT. PEPPERS LONLEY HEARTS CLUB BAND*** BEATLES (Capitol 27479-2) CAP	20	19
21	***PERMANENT VACATION*** AEROSMITH (Geffen 24162-2)WEA	26	4
22	***TANGO IN THE NIGHT*** FLEETWOOD MAC (Warner Bros. 25471-2) WEA	23	23
23	***BABYLON AND ON*** SQUEEZE (A&M CD 5161)RCA	DEBUT	
24	***DOOR TO DOOR*** THE CARS (Elektra 2-60747)WEA	16	4
25	***BACK IN THE HIGH LIFE*** STEVE WINWOOD (Island/Warner Bros. 25448-2)WEA	21	59
26	***GRACELAND*** PAUL SIMON (Warner Bros. 2-25447) WEA	24	51
27	***HEARSAY*** ALEXANDER O'NEAL (Tabu/CBS EK 40320)CBS	14	5
28	***SOLITUDE STANDING*** SUZANNE VEGA (A&M CD-5136)RCA	27	22
29	***ONCE BITTEN*** GREAT WHITE (Capitol CDP-12565)CAP	DEBUT	
30	***SUBSTANCE 1987*** NEW ORDER (Qwest/Warner Bros. 25621-2)WEA	DEBUT	
31	***COLLABORATION*** GEORGE BENSON/EARL KLUGH (Warner Bros. 2-25580)	31	13
32	***STRANGEWAYS, HERE WE COME*** THE SMITHS (Sire/Warner Bros. 25649-2)WEA	DEBUT	
33	***RADIO K.A.O.S.*** ROGER WATERS (Columbia CK G) 40795)	36	14
34	***THE CAMERA NEVER LIES*** MICHAEL FRANKS (Warner Bros. 2-2550)	33	6
35	***RAPTURE*** ANITA BAKER (Elektra 60444-2)WEA	28	37
36	***COMING AROUND AGAIN*** CARLY SIMON (Arista ARCD 8443)	18	6
37	***LIVE AT WINTERLAND*** THE JIMI HENDRIX EXPERIENCE (Rykodisc RCD 20038)	32	18
38	***GO*** HIROSHIMA (Epic EK 40670)	34	7
39	***STRONG PERSUADER*** ROBERT CRAY (Mercury/PolyGram 830 568-2)POL	39	34
40	***FLASHBACK*** .38 SPECIAL (A&M CD 3910)RCA	25	5

THE CASH BOX TOP 40 COMPACT DISCS CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

CMJ

MUSIC MARATHON CONVENTION

SCHEDULE OF EVENTS

"The Discovery & Development Of New Artists"

October 29 - November 1, 1987, The Roosevelt Hotel, New York City

PANEL AGENDA

Keynote Address: Abbie Hoffman
Topic: *Activism in the 1980s—Music, Media & Society*

The Politics Of Dancing:
Music As A Social Force In The '80s

From Demo To Limo:
The Evolution Of New Artists

Getting By In A Material World:
Survival Of The Hippest

Surviving & Thriving As An Independent Record Label

Music Publishing:
It's Not The Singer, It's The Song

Reggae: Sitting Here In Limbo?

College Radio In The Community:
Force Or Farce?

Playing It Cool:
College Radio & The Alternative Marketplace

Lawyers, Guns & Money:
Artist Management

Maximum Exposure:
Print Media's Role In Artist Development

The Rhythm Workshop:
Yo! Bum Rush The Panel

Swinging Into The '90s:
The Shape Of Jazz To Come

International Artist Development:
Non-Domestic Products & Persons

Country Workshop

Cultural Meltdown: Integration Of Non-Rock Music Into The Mainstream

The A&R Panel:
What's Wrong With This Tape?

The Retail Connection & Independent Distribution

Visual Marketing:
The Little Picture In The Big Picture

The Underground Video Workshop

Successfully Marketing A New Artist—Tying It All Together

Commercial Radio 1997:
Cutting Edge Or Dull Blade?

Overseas Licensing

Plugging Into Technology

The Artist Encounter & Free For All

College Radio: Present & Future—
An extensive all-day workshop and symposium covering the most crucial aspects of college radio in the '80s and beyond.

Metal Marathon:
A series of panels and workshops that focus on hard rock and heavy metal as the serious musical and cultural force that it is.

Panels Subject To Change

REGISTRATION FORM
CMJ Music Marathon

Your registration entitles you to three days of workshops, exhibitions and demonstrations, plus, at no extra charge, entrance to Metal Marathon, College Day and the Marathon Club Pass, entitling you to free entry to over 20 New York clubs for the duration of the convention.
For more information contact: Joanne Abbot Green (516) 248-9600

NAME _____ TITLE _____ AFFILIATION _____
ADDRESS _____ STATE _____ ZIP _____ PHONE _____
CITY _____

ACCOMODATIONS DURING MARATHON _____ $175 after Sept. 15 _____ $95 student rate after Sept. 15

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Indicate quantity and make check or money order (**non-refundable**) payable to **CMJ Music Marathon.**

Check must accompany registration form or provide the following credit card information:
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American Express ( ) Expiration Date _____
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Mail to: **CMJ Music Marathon, 830 Willis Avenue, Albertson, NY 11507**

Cashbox 10/87

CASH BOX TOP 100 ALBUMS

THE CASH BOX TOP 200 ALBUMS CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

Title, Artist, Label, Number, Distributor
■ = Platinum (RIAA Certified)
□ = Gold (RIAA Certified)

		LW	WOC
1	***BAD*** MICHAEL JACKSON (Epic OE 40600)CBS	1	3
2	***LA BAMBA 9.98*** Original Matian Picture Soundtrack (Slash/Warner Bros. 25605)WEA	2	13
3	***WHITESNAKE 9.98*** (Geffen 24099)WEA	3	26
4	***A MOMENTARY LAPSE OF REASON*** PINK FLOYD (Columbia OC 40599)CBS	9	3
5	***WHITNEY 9.98*** WHITNEY HOUSTON (Arista AL-8405)RCA	5	17
6	***HYSTERIA*** DEF LEPPARD (Mercury 830 675-1)POL	4	8
7	***THE LONESOME JUBILEE 8.98*** JOHN COUGAR MELLENCAMP (Mercury 832 465-1)Pal	6	5
8	***THE JOSHUA TREE 9.98*** U2 (Island/Atlantic 90581)WEA	7	28
9	***DIRTY DANCING 9.98*** ORIGINAL MOTION PICTURE SOUNDTRACK (RCA 6408-1-R)RCA	20	3
10	***CRUSHIN' 8.98*** THE FAT BOYS (Tin Pan Apple 831 948-1)POL	10	18
11	***LOST BOYS 9.98*** ORIGINAL MOTION PICTURE SOUNDTRACK (Atlantic 81767)WEA	11	9
12	***DOCUMENT 9.98*** R.E.M. (I.R.S. 42059)MCA	16	3
13	***IN THE DARK 9.98*** GRATEFUL DEAD (Arista AL-8452)RCA	12	12
14	***BAD ANIMALS 8.98*** HEART (Capitol PJ 12546)CAP	8	19
15	***BIGGER AND DEFFER*** L.L. COOL J (Def Jam FC 40793)CBS	14	17
16	***DUOTONES 8.98*** KENNY G (Arista AL8 8427)RCA	15	36
17	***HOLD YOUR FIRE 9.98*** RUSH (Mercury 832 464-1)POL	26	3
18	***DOOR TO DOOR 8.98*** THE CARS (Elektra 60747-1)WEA	19	5
19	***WHO'S THAT GIRL 9.98*** ORIGINAL MOTION PICTURE SOUNDTRACK (Warner Bros. 25611)WEA	13	10
20	***SPANISH FLY*** LISA LISA AND CULT JAM (Columbia 40477)CBS	17	23
21	***TANGO IN THE NIGHT 9.98*** FLEETWOOD MAC (Warner Bros.. 25471-1)WEA	23	24
22	***HEARSAY*** ALEXANDER O'NEAL (Tabu FZ 40320)CBS	18	9
23	***RAPTURE 8.98*** ANITA BAKER (Elektra 9-60444) WEA	22	79
24	***GARAGE DAYS REVISITED 5.95*** METALLICA (Elektra 60757)WEA	35	5
25	***ONCE BITTEN 8.98*** GREAT WHITE (Capitol ST 12565)CAP	29	12
26	***PERMANENT VACATION 8.98*** AEROSMITH (Geffen GHS24162)WEA	38	4
27	***THE BIG THROWDOWN 8.98*** LEVERT (Atlantic 81773-1)WEA	33	9
28	***THE FINAL COUNTDOWN*** EUROPE (Epic BFE 40241)CBS	28	39
29	***SOLITUDE STANDING 8.98*** SUZANNE VEGA (A&M SP 5136)4)RCA	21	22
30	***SUBSTANCE 1987 12.98*** NEW ORDER (Qwest 25621-1)WEA	37	7
31	***GIRLS, GIRLS, GIRLS 8.98*** MOTLEY CRUE (Elektra 60725-1)WEA	30	19
32	***SLIPPERY WHEN WET• 8.98*** BON JOVI (Mercury 830 264-1M-1)POL	24	58
33	***PRIMITIVE COOL*** MICK JAGGER (Columbia OC 40919)CBS	57	2
34	***ONE HEARTBEAT 8.98*** SMOKEY ROBINSON (Motown 6226 ML)MCA	36	24
35	***SIGN "O" THE TIMES 15.98*** PRINCE (Paisley Park/Warner Bros. 25577-1)WEA	32	26
36	***COMING AROUND AGAIN 8.98*** CARLY SIMON (Arista AL-8443)RCA	34	25
37	***ALPHABET CITY 8.98*** ABC (Mercury 832 391-1)POL	41	8
38	***BABYLON AND ON 8.98*** SQUEEZE (A&M A&M SP 5161)RCA	65	2
39	***ECHO & THE BUNNYMEN 8.98*** (Sire 25597)WEA	39	11
40	***BEVERLY HILLS COP II 9.98*** ORIGINAL MOTION PICTURE SOUNDTRACK (MCA 6207)MCA	25	18
41	***I NEVER SAY GOODBYE 8.98*** SAMMY HAGAR (Geffen 24114)WEA	27	14
42	***FLASHBACK 9.98*** 38 SPECIAL (A&M SP 3910)RCA	46	24
43	***IT JUST GETS BETTER 8.98 WITH TIME*** WHISPERS (Solar ST-72554)CAP	31	23
44	***BORN TO BOOGIE 8.98*** HANK WILLIAMS, JR (Curb 25593)WEA	45	11
45	***NO PROTECTION 9.98*** STARSHIP (RCA 6413-1-G-A)RCA	40	12
46	***EXPOSURE 8.98*** EXPOSÉ (Arista 8441) RCA	43	33
47	***IF I WERE YOUR WOMAN 8.98*** STEPHANIE MILLS (MCA 5996)MCA	42	16
48	***KISS ME, KISS ME, KISS ME 9.98*** THE CURE (Elektra 60737-1)WEA	47	17
49	***WILDSIDE*** LOVERBOY (Columbia OC 40893)CBS	53	5
50	***PAID IN FULL 8.98*** ERIC B AND RAKIM (4th & B' Way 40005)WEA	58	9
51	***GRACELAND• 9.98*** PAUL SIMON (Warner Bros. 25447) WEA	48	57
52	***RICHARD MARX 8.98*** (Manhattan ST 53049)CAP	56	16
53	***INTO THE FIRE 9.98*** BRYAN ADAMS (A&M SP 3907)RCA	44	26
54	***ONE WAY HOME*** HOOTERS (Columbia 40659)CBS	49	10
55	***LOOK WHAT THE CAT• 8.98 DRAGGED IN*** POISON (Enigma ST 12523)CAP	51	60
56	***OUT OF THE BLUE 8.98*** DEBBIE GIBSON (Atlantic ATL 81780)WEA	63	6
57	***TOUCH AND GO 8.98*** FORCE M.D'.S (Tommy Boy TBLP-25631)WEA	54	8
58	***DANA DANE WITH FAME 8.98*** DANA DANE (Profile 1233)IND	66	3
59	***WOW 8.98*** BANANARAMA (Landan 828-061-1 R-1)Pal	97	2
60	***ALWAYS & FOREVER¤ 8.98*** RANDY TRAVIS (Warner Bros. 25568-1)WEA	61	21
61	***GO ON 9.98*** MR. MISTER (RCA 6276-1-R)RCA	67	3
62	***LET IT LOOSE*** GLORIA ESTEFAN AND MIAMI SOUND MACHINE (Epic OE 40769)CBS	52	17
63	***BACK IN THE HIGH LIFE• 8.98*** STEVE WINWOOD (Island/Warner Bros. 25448-1) WEA	50	65
64	***JEALOUSY 8.98*** PET SHOP BOYS (EMI America ELT 46972)CAP	107	3
65	***BANGIN'*** THE OUTFIELD (Columbia OC 40619)CBS	55	15
66	***IT'S BETTER TO TRAVEL 8.98*** SWING OUT SISTER (Mercury 832 213-1)POL	78	7
67	***JONATHAN BUTLER 8.98*** (Jive/RCA 1032-1-J)RCA	59	18
68	***BRIDGE OF SPIES 8.98*** T'PAU (Virgin 90595)WEA	64	16
69	***KEEP YOUR DISTANCE 8.98*** CURIOSITY KILLED THE CAT (Mercury 832 025-1)POL	71	8
70	***APPETITE FOR DESTRUCTION 8.98*** GUNS AND ROSES (Geffen GHS 24148)WEA	75	6
71	***RADIO K.A.O.S.*** ROGER WATERS (Columbia FC 40795)CBS	68	15
72	***STILL LIFE (TALKING) 9.98*** PAT METHENY GROUP (Geffen 24145)WEA	76	10
73	***COLLABORATION 8.98*** GEORGE BENSON & EARL KLUGH (Warner Bros. 25580)WEA	73	15
74	***STORIES WITHOUT WORDS 9.98*** SPYRO GYRA (MCA 42046)MCA	74	7
75	***STRANGEWAYS, 8.98 HERE WE COME*** THE SMITHS (Sire/Warner Bros. 25649)WEA	DEBUT	
76	***NEVER LET ME DOWN 9.98*** DAVID BOWIE (EMI America PJ 17267)CAP	62	23
77	***RESERVATIONS FOR TWO 9.98*** DIONNE WARWICK (Arista AL 8446)RCA	60	7
78	***CROWDED HOUSE 8.98*** (Capitol ST-12485)CAP	72	35
79	***FRANK'S WILD YEARS 8.98*** TOM WAITS(Island 90572)WEA	85	5
80	***TRUE BLUE• 9.98*** MADONNA (Sire 25442-1) WEA	69	65
81	***LICENSED TO ILL•*** BEASTIE BOYS (Def Jam BFL 40238)CBS	70	47
82	***STRONG PERSUADER¤ 8.98*** ROBERT CRAY (Mercury 830 568-1) POL	77	44
83	***CRAZY NIGHTS 8.98*** KISS (Mercury 832 622-1)POL	DEBUT	
84	***LIFE AS WE KNOW IT•*** REO SPEEDWAGON (Epic FE 40444)CBS	84	32
85	***ELTON JOHN LIVE IN $10.98 AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCHESTRA*** ELTON JOHN (MCA 2-8022)MCA	80	12
86	***LIVE IN MOSCOW 8.98*** UB40 (A&M SP 5168)RCA	83	7
87	***GO*** HIROSHIMA (Epic FE 40679)CBS	81	9
88	***EVERLASTING 8.98*** NATALIE COLE (Manhattan ST 5309)CAP	89	9
89	***HAPPY TOGETHER 8.98*** THE NYLONS (Open Air OA 0306)RCA	86	22
90	***ALL IN THE NAME 8.98 OF LOVE*** ATLANTIC STARR (Warner Bros. 25560-1)WEA	82	26
91	***DAN HILL*** (Columbia BFC 40456)CBS	87	6
92	***POOL IT!• 9.98*** THE MONKEES (Rhino RHIN 70706)IND	106	2
93	***SMOOTH SAILIN' 8.98*** THE ISLEY BROTHERS (Warner Bros. 25586)WEA	88	72
94	***STRAWBERRY MOON 9.98*** GROVER WASHINGTON, Jr. (Columbia FC 40510)CBS	92	10
95	***FORE!•*** HUEY LEWIS AND THE NEWS (Chrysalis OV 41534)CBS	95	56
96	***RHYME PAYS 8.98*** ICE-T (Sire 25602-1)WEA	94	9
97	***WARREN ZEVON 8.98*** (Virgin 90603)WEA	91	15
98	***DREAM EVIL 8.98*** DIO (Warner Bros. 25612)WEA	79	10
99	***POETIC CHAMPIONS COMPOSE 8.98*** VAN MORRISON (Mercury 832 585-1)POL	DEBUT	
100	***LETHAL 8.98*** U.T.F.O.(Select Set 12619)POL	140	4

THE TERM CHARTBREAKER REFERS TO THE HIGHEST DEBUTING LP IN THE TOP 100.

CASH BOX TOP ALBUMS/101 to 200

		LW	WOC
101	**INVISIBLE TOUCH• 9.98** GENESIS (Atlantic 81641) WEA	90	68
102	**ROCK YOU TO HELL 8.98** GRIM REAPER (RCA 6250-1-R)RCA	102	8
103	**GIVE ME THE REASON•** LUTHER VANDROSS (Epic FE 40415) CBS	93	52
104	**FREHLEY'S COMET 8.98** ACE FREHLEY (Megaforce/ Atlantic 81749-1)WEA	101	21
105	**ELECTRIC 8.98** THE CULT (Sire 25555-1)WEA	98	25
106	**SO• 8.98** PETER GABRIEL (Geffen GHS 24088) WEA	104	71
107	**BRING THE FAMILY 8.98** JOHN HIATT (A&M SP 5158)RCA	105	16
108	**WHITNEY HOUSTON• 8.98** (Arista AL8-8211) RCA	108	133
109	**JODY WATLEY 8.98** (MCA 5898)MCA	110	30
110	**KEEP YOUR EYE ON ME 8.98** HERB ALPERT (A&M SP 5125)RCA	103	30
111	**JUST VISITING THIS PLANET** JELLYBEAN (Chrysalis BFV 41569)CBS	111	5
112	**SURFACE** (Columbia BFC 40374)CBS	96	22
113	**WENDY AND LISA** (Columbia BFC 40862)CBS	135	3
114	**CONTROL• 9.98** JANET JACKSON (A&M SP-3905) RCA	109	85
115	**HOT NUMBERS** THE FABULOUS THUNDERBIRDS (CBS Associated FZ 40818)CBS	114	12
116	**LIVE IN THE RAW 8.98** WASP (Capitol CLT 48053)CAP	DEBUT	
117	**BROADCAST 8.98** CUTTING CREW (Virgin/Atlantic 90573)WEA	119	30
118	**LOVE IS FOR SUCKERS 8.98** TWISTED SISTER (Atlantic ATL 81772)WEA	100	11
119	**THE WAY IT IS• 8.98** BRUCE HORNSBY & THE RANGE (RCA NFL1-8058) RCA	112	67
120	**DON'T DISTURB THIS 8.98 GROOVE** THE SYSTEM (Atlantic 81691)WEA	113	38
121	**JUST LIKE THE 8.98 FIRST TIME** FREDDIE JACKSON (Capitol ST 12495)CAP	117	49
122	**2 LIVE CREW IS 8.98 WHAT WE ARE** 2 LIVE CREW (Luke Skywalker XR100)IND	118	25
123	**THE BIG EASY 8.98** ORIGINAL MOTION PICTURE SOUNDTRACK (Antilles/Island AN 7087)IND	DEBUT	
124	**RAISING HELL• 8.98** RUN D.M.C. (Profile PRO 1217) IND	121	71
125	**CONTAGIOUS 8.98** Y & T (Geffen GHS 24142)WEA	99	16
126	**OUTSIDE LOOKING IN 8.98** BoDEANS (REPRISE/SLASH 25029-1)WEA	152	2
127	**LIFE, LOVE & PAIN¤ 8.98** CLUB NOUVEAU (Warner Bros. 9-25531)WEA	115	39
128	**NIGHT SONGS• 8.98** CINDERELLA (Mercury 830 076-1M-1)POL	123	62
129	**GYPSY BLOOD** MASON RUFFNER (CBS Associated BFZ 40601)CBS	116	16
130	**VITAL IDOL** BILLY IDOL (Chrysalis OV 41620)CBS	DEBUT	
131	**TRIO 9.98** DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS (Warner Bros. 25491)WEA	126	30
132	**HALFWAY TO SANITY 8.98** RAMONES (Sire 52641-1)WEA	156	2
133	**ALL BY MYSELF** REGINA BELLE (Columbia BFC 40537)CBS	122	13
134	**HARD TIMES IN THE LAND OF PLENTY** OMAR AND THE HOWLERS (Columbia BFC 40815)CBS	120	17
135	**THE PURSUIT OF HAPPINESS 8.98** BEAT FARMERS (Curb/MCA 5993)MCA	141	6
136	**ROVER'S RETURN 8.98** JOHN WAITE (EMI America 46332)CAP	128	13
137	**RUNNING IN THE FAMILY 8.98** LEVEL 42 (Polydor 831-593-1)POL	134	26
138	**ONE SECOND 8.98** YELLO (Mercury 832 675-1)POL	138	3
139	**MEET DANNY WILSON 8.98** DANNY WILSON (Virgin 90596)WEA	124	9
140	**MOONLIGHTING 9.98** SOUNDTRACK (MCA 62714)MCA	133	8
141	**CREST OF THE KNAVE** JETHRO TULL (ChrysalisOV 41590)CBS	DEBUT	
142	**HOT, COOL, AND VICIOUS 8.98** SALT N PEPA(Next Plateau PL 1007)IND	147	5
143	**THE CAMERA NEVER 9.98 LIES** MICHAEL FRANKS (Warner Bros. 25570)WEA	139	12
144	**CAN'T HOLD BACK¤** EDDIE MONEY (Columbia FC 40096) CBS	142	58
145	**TRIBUTE** OZZY OSBOURNE/RANDY RHOADS (Epic ZX2 40714)CBS	127	23
146	**REACT 8.98** THE FIXX (MCA 42008)MCA	143	13
147	**SHOW ME 8.98** THE COVER GIRLS (Fever/Sutro SFS 004)	160	7
148	**LIVE AT THE 8.98 HOLLYWOOD BOWL** THE DOORS (Elektra 60741)WEA	132	10
149	**ALL SYSTEMS GO 8.98** DONNA SUMMER (Geffen GHS 24102)WEA	162	2
150	**RAINDANCING** ALISON MOYET (Columbia BFC 40653)CBS	131	17
151	**LET ME UP 8.98 (I'VE HAD ENOUGH)** TOM PETTY AND THE HEARTBREAKERS (MCA 5836)MCA	129	23
152	**SLIDE IT IN 6.98** WHITESNAKE (Geffen GHS 4018)WEA	137	8
153	**JUDAS PRIEST...LIVE!** JUDAS PRIEST (Columbia C240794)CBS	130	17
154	**SEE HOW WE ARE 8.98** X (Elektra 60492)WEA	125	14
155	**GLENN MEDEIROS 8.98** (Amherst AMH 3313)IND	136	18
156	**ROMEO'S ESCAPE** DAVE ALVIN (Epic BFE 40921)CBS	165	3
157	**KING'S RECORD SHOP** ROSANNE CASH (Columbia FC 40777)CBS	148	6
158	**HILLBILLY DELUXE 8.98** DWIGHT YOAKAM (Reprise 25567)WEA	151	22
159	**BY THE LIGHT OF 8.98 THE MOON** LOS LOBOS (Slash/Warner Bros.25523-1)WEA	150	36
160	**SATURDAY NIGHT 8.98** SCHOOLY D. (Jive 1066-1-J)RCA	DEBUT	
161	**ROCK THE HOUSE 8.98** D.J. JAZZY JEFF AND THE FRESH PRINCE (Jive 1026-1-J)RCA	153	25
162	**BO-DAY-SHUS!!! 8.98** MOJO NIXON AND SKID ROPER (Enigma ST-73272)	167	2
163	**KEEPER OF THE 7 KEYS, 8.98 PART I** HELLOWEEN (RCA 6399-I-R)RCA	161	11
164	**LEGEND 8.98** LYNYRD SKYNYRD (MCA 42084)MCA	DEBUT	
165	**EXILES** DAN FOGELBERG (Full Moon/Epic OE 40271)CBS	166	17
166	**TOUCH 8.98** LAURA BRANIGAN (Atlantic 81747)WEA	159	9
167	**BREAKFAST CLUB 8.98** (MCA 5821)MCA	146	29
168	**IN THE CITY OF LIGHT 16.98** SIMPLE MINDS (Virgin/A&M SP 6850)RCA	154	12
169	**PLEASED TO MEET ME 8.98** THE REPLACEMENTS (Sire 25557-1)WEA	149	22
170	**LIFE 8.98** NEIL YOUNG & CRAZY HORSE (Geffen 24154)WEA	157	13
171	**KOOL MOE DEE 8.98** (Jive 1025-1-J)RCA	163	25
172	**ANOTHER STEP 8.98** KIM WILDE (MCA 5903)MCA	144	24
173	**DARKLANDS 8.98** THE JESUS & MARY CHAIN (Warner Bros. 25656-1)WEA	DEBUT	
174	**MARSALIS STANDARD TIME VOL. 1** WYNTON MARSALIS(Columbia PC 40461)CBS	DEBUT	
175	**THE PRINCESS BRIDE 9.98** MUSIC BY MARK KNOPFLER (Warner Bros. 25610)WEA	DEBUT	
176	**ROBBIE NEVIL 8.98** (Manhattan/EMI ST 53006)CAP	164	43
177	**AMONG THE LIVING 8.98** ANTHRAX (Megaforce/Island 90584-1)WEA	158	25
178	**STORMS OF LIFE 8.98** RANDY TRAVIS (Warner Bros. 25435-1) WEA	169	68
179	**A CHANGE OF HEART 9.98** DAVID SANBORN (Warner Bros. 27479)WEA	172	35
180	**WHIPLASH SMILE-** BILLY IDOL (Chrysalis OV 41514) CBS	155	49
181	**GOT ANY GUM 8.98** JOE WALSH (Full Moon 25606)WEA	145	12
182	**GOT TO BE TOUGH 8.98** MC SHY D. (LukeSkywalker XR-1004)IND	173	18
183	**INTO THE WOODS 8.98** THE CALL (Elektra 60739)WEA	168	14
184	**FOREVER¤ 8.98** KOOL & THE GANG (Mercury 830 398-1)POL	178	46
185	**KEEL 8.98** (MCA/Gold Mountain 420025)MCA	179	15
186	**5 TO 1 8.98** TOM KIMMEL (Mercury 832 284-1)POL	174	12
187	**CLUTCHING AT STRAWS 8.98** MARILLION (Capitol ST-12539)CAP	175	13
188	**MIDNIGHT TO MIDNIGHT** PSYCHEDELIC FURS (Columbia FC 40466)CBS	176	32
189	**LET ME TOUCH YOU 8.98** THE O'JAYS (Philadelphia Int'l/EMI ST 53036)CAP	184	18
190	**WHEELS 8.98** RESTLESS HEART (RCA 5648-1-R)RCA	186	22
191	**JON ASTLEY 8.98** (Atlantic 81740)WEA	187	7
192	**LOUDER THAN BOMBS 12.98** THE SMITHS (Sire/Warner Bros. 25569-1)WEA	185	26
193	**BIG LIFE 8.98** NIGHT RANGER (MCA 5839)MCA	181	26
194	**ONE VOICE** BARBARA STREISAND (Columbia OC40788)CBS	183	23
195	**EXIT 0 8.98** STEVE EARLE (MCA 5998)MCA	170	16
196	**SKYLARKING 8.98** XTC (Geffen/Warner Bros. GHS 24117)WEA	180	42
197	**MEN AND WOMEN 8.98** SIMPLY RED (Elektra 60727)WEA	182	29
198	**MECHANICAL RESONANCE 8.98** TESLA (Geffen GHS 24120)WEA	171	35
199	**DANCING ON THE • 8.98 CEILING** LIONEL RICHIE (Motown 6158ML)MCA	189	59
200	**LOVE AN ADVENTURE 8.98** PSEUDO ECHO (RCA 5730)RCA	177	28

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

2 Live Crew 122
.38 Special 42
ABC 47
Adams, Bryan 53
Aerosmith 28
Alpert, Herb 110
Alvin, Dave 156
Anthrax 177
Astley, John 191
Atlantic Starr 90
Baker, Anita 23
Bananarama 59
Beastie Boys 81
Beat Farmers 35
Belle, Regina 133
Benson, Klugh 73
Bodeans 126
Bon Jovi 32
Bowie, David 76
Brannigan, Laura 166
Breakfast Club 167
Butler, Jonathan 67
The Call 183
Cars, The 18
Cash, Rosanne 157
Cinderella 128
Club Nouveau 127
Cole, Natalie 88
Cover Girls 147
Cray, Robert 82
Crowded House 78
The Cult 105
The Cure 48
Curiosity Killed The Cat . . . 69
Cutting Crew 117
D.J. Jazzy Jeff 161
Dana Dane 58
Def Leppard 6
Dio 98
The Doors 148
Earle, Steve 195
Echo & The Bunnymen . . . 39
Eric B And Rakim 50
Europe 28
Expose 46
Fabulous Thunderbirds . . . 115
Fat Boys 10
The Fixx 146
Fleetwood Mac 21
Fogelberg, Dan 165
Force MD'S 57
Franks, Michael 143
Frehley, Ace 104
Gabriel, Peter 106
Genesis 101
Gibson, Debbie 56
Grateful Dead 13
Great White 25
Grim Reaper 102
Guns and Roses 70
Hagar, Sammy 41
Heart 14
Helloween 163
Hiroshima 87
The Hooters 54
Hornsby, Bruce 119
Houston, Whitney 108,5
Hiatt, John 107
Hill, Dan 91
Ice-T 96
Idol, Billy 130,180
The Isley Brothers 93
Jackson, Freddie 121
Jackson, Michael 1
Jackson, Janet 114
Jagger, Mick 33
Jellybean 111
Jesus and Mary Chain 173
Jethro Tull 141
John, Elton 85
Judas Priest 153
Keel 185
Kenny G 16
Kimmel, Tom 186
Kiss 83
Kool & The Gang 184
Kool Moe Dee 171
Level 42 137
Levert 27
Lewis, Huey 95
Lisa Lisa 20
L.L Cool J 15
Los Lobos 159
Loverboy 49
Lynyrd Skynyrd 164
Madonna 80
Marillion 187
Marsalis, Wynton 174
Marx, Richard 56
MC Shy D 182
Medeiros, Glen 155
Mellencamp, John Cougar . . . 7
Metallica 24
Miami Sound Machine 62
Mills, Stephanie 47
Money, Eddie 144
Monkees 92
Morrison, Van 99
Motley Crue 31
Moyet, Alison 150
Mr. Mister 61
Nevil, Robbie 176
New Order 30
Night Ranger 193
Nixon, Mojo 162
The Nylons 89
The O'Jays 189
O'Neal, Alexander 22
Omar And The Howlers . . . 134
Osbourne, Ozzy 145
The Outfield 65
Pat Metheny Group 72
Pet Shop Boys 64
Petty, Tom 151
Pink Floyd 4
Poison 55
Prince 35
Pseudo Echo 200
Psychedelic Furs 188
Ramones 132
R.E.M. 12
The Replacements 169
REO Speedwagon 84
Restless Heart 190
Richie, Lionel 199
Robinson, Smokey 34
Ruffner, Mason 129
Run D.M.C. 124
Rush 17
Salt N Pepa 142
Sanborn, David 179
Simon, Carly 36
Simon, Paul 51
Simple Minds 168
Simply Red 197
Skooly D 160
The Smiths 75,192
Spyro Gyra 74
Starship 45
Streisand, Barbara 194
Squeeze 38
Summer, Donna 149
Surface 112
Swing Out Sister 66
System 120
T'Pau 68
Tesla 198
Travis, Randy 60,178
Trio 131
Twisted Sister 118
U2 8
UB40 86
U.T.F.O. 100
Vandross, Luther 103
Vega, Suzanne 29
Waite, John 136
Waits, Tom 79
Walsh, Joe 181
Warwick, Dionne 77
Washington, Grover Jr. . . . 94
Wasp 116
Waters, Roger 71
Watley, Jody 109
Wendy & Lisa 113
The Whispers 43
Whitesnake 3,152
Wilde, Kim 172
Williams, Hank, Jr. 44
Wilson, Danny 139
Winwood, Steve 63
X 154
XTC 196
Y&T 125
Yello 138
Yoakam, Dwight 158
Young, Neil 170
Zevon, Warren 97
Beverly Hills Cop II 40
The Big Easy 123
Dirty Dancing 9
La Bamba 2
Lost Boys 11
Moonlighting 140
The Princess Bride 175

CASH BOX Radio Report

AN IN DEPTH ANALYSIS OF THE MARKETS

MARKET AT A GLANCE

MOST ADDED Out Of A Possible 110 Stations

102 Stations Reported This Week

(I've Had) The Time Of My Life
Bill Medley & Jennifer Warnes–RCA
22 Adds

Heaven Is A Place On Earth
Belinda Carlisle–MCA
26 Adds

Shake Your Love
Debbie Gibson–Atlantic
13 Adds

Hourglass
Squeeze–A&M
11 Adds

#1 SINGLES

RETAIL

Here I Go Again
Whitesnake–Geffen

Carrie
Europe–Epic

U Got The Look
Prince–Paisley Park/WB

I Heard A Rumour
Bananarama–Mercury/PG

Causing A Commotion
Los Lobos–Slash/WB

REQUESTS

Here I Go Again
Whitesnake–Geffen

Bad
Michael Jackson–Epic

Carrie
Europe–Epic

Mony Mony
Billy Idol–Chrysalis

Wipeout
Fat Boys–Tin Pan Apple/PG

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COMPANY TITLE

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WMMS 26 - 20
KDWB 10 - 7
WLOL 6 - 3
FM 102 27 - 23
LIVE 105 (KITS) 17 -13
WBNQ 33 - 29
KIIK 35 - 31

NEW ADDS

WCAU
WHYT
KKRZ
JET FM
99 GFM
WBBQ
KQIZ
Q101
WHSL
WCIL
WAZY
KUUB
FLY 96

Columbia

POP SCOREBOARD

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Popularity Factor 12-17	18-24	25-34	+34	Station %	Req. Rank	Sales Rank	Current Tour	Current LP This Wk.	Current LP Ttl. Wks.
1	**WHITESNAKE**-Here I Go Again-Geffen	1	15	X	X	X		89%	2	2	Y	3	26
2	**LISA LISA AND CULT JAM**-Lost In Emotion-Columbia	3	11	X	X	X		86%	7	1	Y	20	23
3	**EUROPE**-Carrie-Epic	5	10	X/F	X/F	X/F		84%	4	3	Y	28	39
4	**BANANARAMA**-I Heard A Rumour-Mercury/PG	4	14	X	X	X		83%	31	5		59	2
5	**PRINCE**-U Got The Look-Paisley Park/WB	6	12	X	X	X		85%	8	4	Y	35	26
6	**HEART**-Who Will You Run To-Capitol	10	9	X	X	X		85%	10	7	Y	14	19
7	**MADONNA**-Causing A Commotion-Sire/WB	14	5	X	X	X		91%	9	6	Y	13	10
8	**LEVERT**-Casanova-Atlantic	13	8	X	X	X		84%	13	9		27	9
9	**MICHAEL JACKSON**-Bad-Columbia	16	4	X	X	X		90%	3	8		1	3
10	**JOHN COUGAR MELLENCAMP**-Paper In Fire-Merc./PG	11	9	X	X	X		81%	11	10		7	5
11	**SMOKEY ROBINSON**-One Heartbeat-Motown	12	13	X/F	X/F	X/F	X/F	69%	36	12		34	24
12	**EXPOSE**-Let Me Be The One-Arista	15	9	X	X	X		80%	25	16	Y	46	33
13	**WHITNEY HOUSTON**-Didn't We Almost Have It All-Arista	2	11	X	X	X		71%	16	13	Y	5	17
14	**FLEETWOOD MAC**-Little Lies-Warner Bros.	17	7		X	X		84%	26	20	Y	21	24
15	**MICHAEL JACKSON**-I Just Can't Stop Loving You-Col.	7	10	X	X	X		60%	37	17		1	3
16	**TIFFANY**-I Think We're Alone Now-MCA	23	6	X	X	X		83%	1	15		–	–
17	**BILLY IDOL**-Mony Mony-Chrysalis	22	6	X	X	X		88%	5	14		130	Debut
18	**NATALIE COLE**-Jump Start-Manhattan	20	11	X/F	X	X		71%		24		88	9
19	**ABC**-When Smokey Sings-Mercury/PG	8	15	X	X	X		57%		22		37	8
20	**SWING OUT SISTER**-Breakout-Mercury/PG	28	8	X	X	X		80%	33	18		66	7
21	**THE CARS**-You Are The Girl-Elektra	24	7		X	X		71%		21	Y	18	5
22	**LOS LOBOS**-La Bamba-Slash/WB	9	15	X	X	X		46%	32	28	Y	2	13
23	**GRATEFUL DEAD**-Touch Of Grey-Arista	19	11	X	X	X		46%	28	23	Y	13	12
24	**MADONNA**-Who's That Girl-Sire/WB	21	14	X	X	X		48%	38	11	Y	19	10
25	**REO SPEEDWAGON**-In My Dreams-Epic	31	13		X	X		83%	12	25	Y	84	32
26	**BRUCE SPRINGSTEEN**-Brilliant Disguise-Columbia	38	2	X	X	X		91%	19	19		–	–
27	**PET SHOP BOYS**-It's A Sin-EMI America	35	6	X	X	X		69%		26		64	3
28	**KENNY G.**-Don't Make Me Wait For Love-Arista	34	7		X	X		71%		29		16	36
29	**DAN HILL**-Can't We Try-Columbia	18	18	X/F	X/F	X/F	X/F	43%	17	36		91	6
30	**HUEY LEWIS**-Doing It All For My Baby-Chrysalis	26	12	X	X	X		46%		34		95	56
31	**U2**-Where The Streets Have No Name-Island	37	5	X	X	X		70%	20	27	Y	8	28
32	**CUTTING CREW**-I've Been In Love Before-Virgin	36	6	X	X	X		69%		31		117	30
33	**MR. MISTER**-Something Real...-RCA	33	8		X	X		51%		33		61	3
34	**BRYAN ADAMS**-Victim Of Love-A&M	32	8		X	X		46%		38	Y	53	26
35	**BELINDA CARLISLE**-Heaven Is A Place On Earth-MCA	41	3	X	X	X		76%	15	30		–	–
36	**ALEXANDER O'NEAL**-Fake-Tabu/Epic	29	13		X	X		33%	29	39		22	9
37	**B. MEDLEY/J. WARNES**-(I've Had) The Time...-RCA	50	4		X	X		78%	27	32		9	3
38	**DEBBIE GIBSON**-Only In My Dreams-Atlantic	25	21	X/F	X/F	X		43%		40	Y	56	6
39	**RICHARD MARX**-Should've Known Better-Manhattan	49	2	X	X	X		72%		37	Y	52	16
40	**MICK JAGGER**-Let's Work-Columbia	44	5		X	X		53%		35		33	2

ON DECK

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Popularity Factor 12-17	18-24	25-34	+34	Station %	Req. Rank	Sales Rank	Day Parts
41	**THE OTHER ONES**–Holiday–Virgin	51	9	X	X	X		,49%		43	–
42	**POISON**–I Won't Forget You–Capitol	62	4	X	X			50%	30	44	–
43	**LOVERBOY**–Notorious–Columbia	56	5	X	X	X		47%	21	45	–
44	**GLORIA ESTEFAN/M.S.M.**–Betcha Say That–Epic	63	4	X	X	X		42%		48	–
47	**LOS LOBOS**–Come On, Let's Go–Slash/WB	78	3	X	X	X	X	44%		41	all
49	**SQUEEZE**–Hourglass–A&M	83	2	X	X	X		55%		42	–
50	**WA WA NEE**–Sugar Free–Epic	75	3	X	X			26%			–
51	**TIMOTHY B. SCHMIT**–Boys Night Out–MCA	85	2		X	X	X	47%			–
52	**TAJA SEVELLE**–Love Is . . .–Paisley Park/Reprise	69	3	X	X	X	X	30%	23	47	–
54	**MICHAEL BOLTON**–That's What Love Is...–Col.	71	5		X	X	X	35%			–
58	**R.E.M.**–The One I Love–IRS	88	2	X	X	X		34%	22	49	–
59	**STING**–We'll Be Together–A&M		Debut					52%			all
65	**WENDY & LISA**–Waterfall–Columbia	82	2	X	X	X		23%			–
66	**STARSHIP**–Beat Patrol–RCA	66	3	X	X	X		31%		46	–
68	**NOEL**–Silent Morning–4th & B'Way	75	4	X	X	X		26%	35	50	–
69	**DEBBIE GIBSON**–Shake Your Love–Atlantic		Debut					26%			–
70	**ANITA BAKER**–No One In The World–Elektra	78	3		X	X	X	28%			3p - mid
72	**YES**–Love Will Find A Way–Atco/Atl.	87	2	X	X	X	X	36%	24		all
74	**JODY WATLEY**–Don't You Want Me–MCA		Debut					23%			–
75	**PRETTY POISON**–(Catch Me) I'm Falling–Virgin	89	2	X	X	X		26%	34	–	

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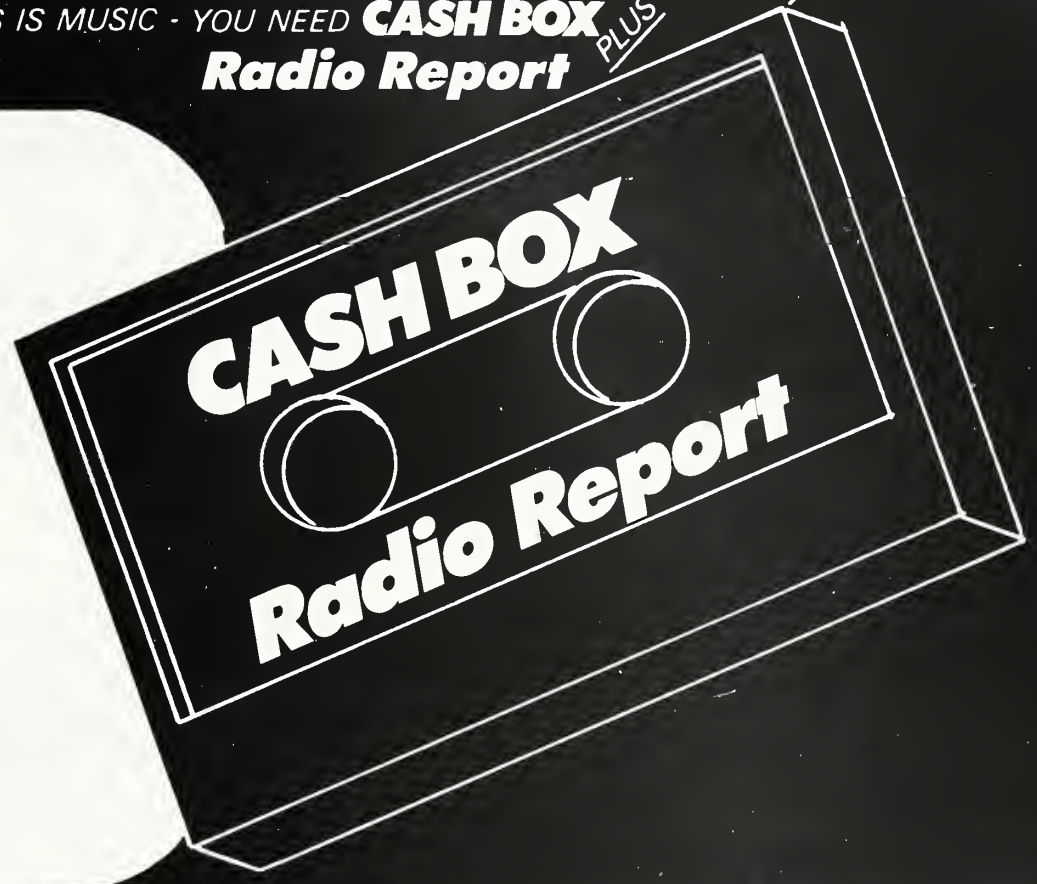

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BLACK CONTEMPORARY

AN IN DEPTH ANALYSIS OF THE MARKETS

MARKET AT A GLANCE

MOST ADDED Out Of A Possible 72 Stations

66 Stations Reported This Week

I Live For Your Love
Natalie Cole–EMI-Manhattan
19 Adds
My Forever Love
Levert–Atlantic
18 Adds
I Ain't No Joke
Eric B & Rakim–4th & Broadway/Island
15 Adds
Show A Little Love
Mission–Columbia
13 Adds

#1 SINGLES

RETAIL

(You're Puttin') A Rush On Me
Stephanie Mills–MCA

Didn't We Almost Have It All
Whitney Houston–Arista

I Need Love
LL Cool J–Def Jam/Columbia

Bad
Michael Jackson–Epic

REQUESTS

Lost In Emotion
Lisa Lisa & Cult Jam–Columbia

We've Only Just Begun
Glen Jones–Jive/RCA

Bad
Michael Jackson–Epic

Didn't We Almost Have It All
Whitney Houston–Arista

ALBUM ALLEY

Together Again–Temptations–Motown The title is certainly appropriate since this album features the return of the very distinctive vocals of **Dennis Edwards** to the **Temptations** and **Motown**. This legendary group consists of original members **Melvin "Big Voice" Franklin** and **Otis Williams**, along with **Richard Street** and **Ron Tyson**. Being a (20 years plus) major fan of this indescribably brilliant group, it is really great to hear the **Tempting Temptations** sounding like the Tempts of old. Gentlemen, you have re-captured the sound that was synonymous with your great hits of the past.

NEW AND HOT 45'S

Skeletons–Stevie Wonder–Motown
What's Too Much–Smokey Robinson–Motown
I Couldn't Believe It–David Ruffin & Eddie Kendrick–RCA
To Prove My Love–Michael Cooper–WB/King Jay
Sweeter Than Candy/Penitentiary 3–Gap Band–RCA
Overnight Success–Anita Pointer–RCA
T. L. C.–Faye Marshall–T. T. E. D.

HIGH PRIORITY

A HIGH PRIORITY SALUTE TO GREG PECK VP BLACK MUSIC PROMOTION ISLAND RECORD

Congratulations to **Greg Peck** and the fine staff at **Island/4th & Broadway** on the outstanding job they have done over the past year. According to Greg **Eric B & Rakim's** album **Paid In Full** has reached 425,000 units at retail, in only seven weeks. The strongest markets thus far are N.Y., Philly, Washington, L. A., St. Louis, as well as Florida, North and South Carolina. **Miles Jaye** has recently released his debut Island album, **Miles**. The single **Let's Start Love Over** is bulleting up the charts. **Noel's** first 12" **Silent Morning**, is a crossover smash. **Millie Scott's** third single **Automatic** from the album **Love Me Right** is climbing the black charts. **Trouble Funk** is intent on securing Urban airplay with their latest LP **Trouble Over Here, Trouble Over There**. The single **Trouble**, is creatively produced by **Bootsy Collins.** Soon to be released are **Double Destiny** and **Gusto**(An **Oran "Juice" Jones** production). **"Diversity is our byword-Persistence and patience our motto."**

Bob Long

A FEW WEEKS AGO WE TOLD YOU, WE LOVED THE 4th QUARTER!

SO DO OUR ARTISTS.

MILLIE SCOTT *IS "AUTOMATIC" AT: WILD, WKND, WBLK, WHUR, WDJY, WEBB, WXYV, WKIE, WOWI, WGPR, WDAS, KJLH, WPLZ, WRAP, WDKS, WPEG, WZFX, WWWZ, WVEE, WEKS, WIGO, WDZZ, WFXA, KDKO, WIBB, WEAS, WJIZ, WZAZ, WPDQ, WANM, WEDR, WRBD, WTMP, WWWS, WPAL, WRXB, WENN, WATV, WQIM, WGOK, WNOO, WHRK, KRNB, WQFX, KATZ, WBLX, WYLD, KXZZ, WXOK, KQXL, KDKS, KROZ, KHYS, WLOU, WZAK, KSOL, KPRW.*

MILES JAYE *IS SAYING "LET'S START LOVE OVER" AT: WILD, WDAS, WHUR, WWDM, WIGO, WJYL, WEDR, WZAZ, WNHC, WJIZ, Z93, WZZT, WGOK, WNOO, WHRK, WDIA, WLOU, WWWS, WEAS, WTLC, WDKX, Z103, WHYZ, KMJM, KDKO, KJLH, WGCI, WBMX, WRBD, WDAO, KMJQ, KRNB, WEKS, KOKY, KDLZ, KKDA, KQXL, WRXB, WTMP, WZAK, WJLB, WDJY, WYLDFM, WATV, WBLX, KSOL, WXLA, WVOI, WVEE, WIBB, WGPR, WANM, WXYV, KPRS, WENN, KPRW.*

Wath for the new videos of both Miles Jaye and Millie Scott on B.E.T. and other outlets.

WITH ALBUM SALES OF 443,000 IN 7 WEEKS

ERIC B. & RAKIM *DEFINITELY "AIN'T NO JOKE."*

JUST ASK: WBLS, WDKS, WRBD, WGOK, WQFX, KMJM, WZAZ, WIBB, WJIZ, KIIZ, WRKS, WWWZ, WTMP, WHRK, KHYS, KDAY WEDR, WENN, WATV, WWWS, WDJY, WHYZ, KDKS, WENN.

The album is being played 3 cuts deep everywhere!

LASTLY, WATCH OUR FOR THE **ORAN JUICE JONES** *PRODUCTION, "GUSTO" WITH MATERIALISTIC GIRL AND DOUBLE DESTINY, ASKING YOU TO "PROVE IT."*

ISLAND 4TH

THE 4th QUARTER IS DEFINITELY OURS!

BLACK CONTEMPORARY SCOREBOARD

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Req. Rank	Rotat.	Sales Rank	Video	Current Tour	Current LP This Wk.	Current LP Ttl. Wks.	Hot Cuts
1	**Stephanie Mills**-Rush On Me-MCA	3	10	1	H	2	Y	Y	2	16	
2	**Michael Jackson**-Bad-Epic	9	4	4	H	5	Y	Y			
3	**Glen Jones**-We've Only Just Begun-Jive/RCA	8	10	3	H	8	Y	Y			
4	**Sherrick**-Just Call-Warner Bros.	5	12	7	H	7	Y	Y	68	D	
5	**Whitney Houston**-Didn't We Almost...-Arista	6	10	5	H	3	Y	Y	7	17	
6	**Lisa Lisa**-Lost In Emotion-Columbia	1	11	2	H	1	Y	Y	15	21	
7	**Madame X**-Just That Type Of Girl-Atlantic	10	10	6	H	9	Y	Y	47	3	
8	**Surface**-Lately-Columbia	11	9	10	H	11	Y	Y	38	26	
9	**Anita Baker**-No One In The World-Elektra	2	13	8	H	6	Y	Y	14	79	
10	**Jody Watley**-Don't You Want Me-MCA	13	7	11	H	13	Y	Y	32	30	
11	**L.L. Cool J**-I Need Love-Def Jam	4	10	9	H	4	Y	Y	3	17	
12	**Prince**-U Got The Look-Paisley Park	12	11	18	H	12	Y	Y	26	25	
13	**Four X 4**-Come Over-Capitol	15	9	12	H	14	Y	Y	29	15	
14	**Donna Summer**-Dinner With Gershwin-Geffen	16	8	13	H	15	Y	Y			
15	**Winans**-No Need To Worry-Qwest/WB	17	9	14	H	16	Y	Y			
16	**Ray Parker Jr.**-Sleep Alone-Geffen	18	7	15	H	17	Y	Y			
17	**Dana Dane**Cinderfella Dana Dane-Profile	20	8	16	H	18	Y	Y	18	7	
18	**O'Jays**-Loving You-PIR/Manhattan	22	9	20	H	22	Y	Y	25	16	
19	**Whispers**-Better With Time-Solar	23	9	21	H	24	Y	Y			
20	**Colonel Abrams**-How Soon We Forget-MCA	7	12	17	H	10	Y	Y			
21	**Bert Robinson**-Heart Of Gold-Capitol	25	8	22	H	25	Y	Y			
22	**Lilo Thomas**-Downtown-Capitol	26	6	23	H	26	Y	Y	19	24	
23	**Deniece Williams**-I Confess-Columbia	28	8	25	H	28	Y	Y			
24	**Angela Winbush**-Angel-Mercury	27	6	24	H	29	Y	Y			
25	**Force MD's**-Love Is A House-Tommy Boy	14	15	19	M	19	Y	Y	12	10	
26	**DEJA**-You And Me Tonight-Virgin	29	5	26	M	27	Y	Y			
27	**Controllers**-Sleeping Alone-MCA	31	7	35	M	30	Y	Y			
28	**Lace**-My Love Is Deep-Wing	32	8	30	M	31	Y	Y			
29	**Marlon Jackson**-Don't Go-Capitol	33	5	29	M	32	Y	Y			
30	**Levert**-Casanova-Atlantic	21	15	28	M	21	Y	Y	14	7	
31	**Gary Glenn**-Do You Have To Go-Motown	34	7	31	M	33	Y	Y			
32	**Michael Jackson**-Can't Stop Loving You-Epic	19	10	27	M	20	Y	Y	1	3	
33	**Shanice Wilson**-You Can Dance-A&M	38	5	33	M	35	Y	Y			
34	**Temptations**-I Wonder Who...-Motown	48	4	36	M	37	Y	Y	64	D	
35	**Steve Arrington**-Stone Love-Manhattan	39	6	34	M	36	Y	Y			
36	**La La**-My Love Is On The Money-Arista	36	7	32	M	34	Y	Y			
37	**Fat Boys**-Wipe Out-Tin Pan Apple	24	10	39	M	23	Y	Y	16	18	
38	**BarKays**-Certified True-Mercury	43	5	38	M	40	Y	Y			
39	**Oran "Juice" Jones**-Cold Spending...-Def Jam	44	3	40	M	38	Y	Y			
40	**Giorge Pettus**-My Night For Love-MCA	45	3	37	M	39	Y	Y			

INDIE TOP 20

	Title	Lst Wk	Ttl. Wks.	Stations
1	**5TH Avenue**–Exception To The Rule–Paradise	2	9	WLOU-KJCB-KKPW-KRNB-WFXC-WJYL-WBLQ-WCKX-WUFO-WPAL
2	**Microphone Masters**–Francine–Eclipse	1	13	WJMG-WORV-WABD-WXFO-COOL-WCKX-CTNT-WSHV-WRAP-WZAK
3	**Dana Dane**–Cinderfella Dana Dane–Profile	3	9	WDJY-WVEE-KRNB-WBMX-WGCI-KPRS-KDAY-WATV-WKXI-KMJM
4	**Bose**–Rock The World–Rockwell	5	7	WDIA-WKXI-WYLDFM-KQXL-KIIZ-KDAY-WJMI
5	**UTFO**–Ya Cold Wanna Be With Me–Select	4	8	WZAK-KPRS-KSOL-WATV-WFXC-KIIZ-KDKO-KDAY-WALT-Z16
6	**Bobby Marchan**–Something On Your Mind 87–Edge	9	5	WANM-KATZ-FM-WTLC-WCKX-WYLD-FM-WIGO-WIBB-KDKS-WEAS
7	**Tyrone Davis**–I'm In Love Again–Future	8	6	WGPR-KSOL-WZAK-WTLC-WDJY-WTMP-WWWS-K-97-WDIA-WANM
8	**Boys On The Block**–Let It Be–Fantasy	6	6	WDAS-WAMO-WEDR-WWDM-WANM-WWWS-WHYZ-WGPR
9	**Salt & Pepa**–Tramp–Next Plateau	7	5	WUSL-KMJM-WQFX-WALT-WEDR-WENN-WPAL-KDAY-KJLH-KSOL
10	**Dunnstreet**–Even A Fool–J & G	14	3	WHUR-KMJM-WVOV-WAWA-WGCI-WLNR-WBMX-WKKC-WZAK
11	**Chandra Simmons**–Never Gonna Let You Go–Fresh	15	3	WTMP-WJIZ-KDKS-WANM-WILD-WHUR-KRNB-WDKX-WPAL-WZAZ.
12	**The M-4-Sers**–Get It Boy–Joey Boy	16	5	WANM-KKDA-KWTD-WEDR-WGOK-KJCB-WHRK-KXZZ-WJIZ-WACR
13	**Givens Family**–I'm Still Waiting–P.J.	10	10	WZAK-WENN-WQFX-WDAS-KRNB-WTMP-KPRS-WPEG-WBLX.
14	**Renee Aldrich**–Just Begun To Love You–Jampacked	20	2	WBLK-KMJQ-WZAZ-WANM-WRBD-WDIA-WDAS-WHUR-WRXB
15	**Aaron Allen**–Do The Whop–Profile	12	14	KMJQ-WPAL-WFXC-WKXI-WZAZ-KJCB-WQIS-WALT-WEDR
16	**Rudy Kamp**–Living In Paradise–Tradewind	19	2	WTMP-WMML-KCXL-WQFX-KCLT-KVOR-WENN-WATV
17	**Main**–All Of Me–Satellite	-	D	WOWI-KRNB-WHRK-WZAZ-WEDR-WTMP-KOKY-WHUR-WNHC
18	**Franchise**–Dangerous–Panoramic	-	D	WHUR-KOKY-WOWI-WTMP-WLUM-WJIZ-WATV-WPDQ-WZAZ-WDIA
19	**Slave**–I Like Your Style–Ichiban	-	D	KOKY-WOWI-KPRS-WJIZ-WZAZ-KDKO-JET94-Z-16
20	**Soft Touch**–Please, Please Me–Pow Wow	-	D	WDJY-WBMX-KPRS-WZFX-WTLC-WTMP-WHRK-KHYS

COUNTRY

AN IN DEPTH ANALYSIS OF THE MARKETS

MARKET AT A GLANCE

MOST ADDED Out Of A Possible 117 Stations

94 Stations Reported This Week

I Can't Get Close Enough
Exile–Epic
32 Adds

Good God, I Had It Good
Pake McEntire–RCA
29 Adds

Just Enough Love
Ray Price–Step One
28 Adds

Time In
The Oak Ridge Boys–MCA
26 Adds

Finishing Touches
Gary Morris–Warner Bros.
24 Adds

#1 SINGLES

RETAIL

Little Ways
Dwight Yoakam–(Reprise/Warner Bros.)
Am I Blue
George Strait–(MCA)
The Way We Make A Broken Heart
Rosanne Cash–(Columbia)
Fishin' In The Dark
Nitty Gritty Dirt Band–(Warner Bros.)
I Want To Know You Before We Make Love
Conway Twitty–(MCA)
I Won't Need You Anymore
Randy Travis–(Warner Bros.)

REQUESTS

Am I Blue
George Strait–(MCA)
Somebody Lied
Ricky Van Shelton–(Columbia)
Little Ways
Dwight Yoakam–(Reprise/Warner Bros.)
Tar Top
Alabama–(RCA)
Fishin' In The Dark
The Nitty Gritty Dirt Band–(Warner Bros.)
Love Me Like You Used To
Tanya Tucker–(Capitol)
Crazy Over You
Foster And Lloyd–(RCA)

INDIE TOP 20

	Title	Lst Wk	Ttl. Wks.	Stations
1	**Lane Caudell**-Souvenirs-16th Avenue	2	7	WKDY 23/20, KRLW 30/26, WLET 26/18, WSDQ 23/22, KWRE 29/25
2	**Mason Dixon**-Don't Say No Tonight-Premier One	5	2	KPOW 48/45, KWDJ 50/47, WAGI 47/43, WKDY D/37, WVAR D/35
3	**Mickey Clark**-You Take The Leavin' Out Of Me-Evergreen	1	9	WSCG 31/27, WPAY 25/15, KSO 28/26, KRKT 20/17, WVAR 11/8
4	**Bobby G. Rice**-You Lay So Easy On My Mind-Door Knob	4	5	WSDS 32/29, WASP 34/31, WPAY 23/13, WKCW 23/20, WVAR 19/18
5	**Southern Reighn**-Cheap Motels-Step One	6	19	KSO 32/30, WSCG 33/28, KSIW 35/33, WLET 42/31, KRKT 47/39
6	**Robin and Cruiser**-Rings Of Gold-16th Avenue	D	D	WWVA 34/29, WPAY 28/18, KHOC 34/31, KPOW 47/43, WAGI 34/31
7	**The Moody Brothers**-Start With The Talking-Lamon	7	5	WKDY 42/39, WQTE 33/30, WMUF D/38, KRLW 39/34, KINO 35/42
8	**Ernie Rowell**-You Left My Heart-Revolver	8	23	KDDA 35/32, WPNX 36/30, WSCG 32/26, WPAY 32/22, KTTS 43/38
9	**Ronnie Dove**-Rise And Shine-Diamond	10	2	WKKN 45/38, WKCW 18/15, WCAO 32/28, KRKT 50/42, KWRE D/49
10	**Carla Monday**-No One Can Touch Me-MCM	14	2	KRKT 25/23, WMYQ 33/29, WYXC 45/39, KSJB 49/44, KWRE 46/41
11	**Danny Davis**-Green Eyes...-Jaroco	11	3	WQTE 36/33, KXAL 35/33, WCVR 42/37, KDDA 37/34, KFDI 45/41
12	**Ray Price**-Just Enough Love-Step One	D	D	KFRD D/49, KCTI D/44, WCVR A/49, KUUX-A, KVOO-A
13	**Sheldon Locke**-Satin Sheets-Stargem	9	3	WKCW 38/28, KCTI 45/42, KYKX 44/42, WSDS 50/45, WGSQ 49/46
14	**Sherry Grooms**-What Do You Do-Gallery II	13	3	KRKT 36/30, KWDJ 43/40, WKCW 47/42, WVAR 44/40, KHOC 44/41
15	**Curtis Potter**-Old Loves Never Die-Step One	15	2	WJJC 34/30, WSCG 28/21, KHOC 39/36, WVAR 43/39, WCVR 45/39
16	**R.C. Coin**-Bed Of Roses-BGM	15	2	WJRD A/48, KPOW 50/46, KYKX 49/47, WSDS D/50, WCAO-A
17	**Darlene Austin**-I Had A Heart-Magi	3	9	WSDS 21/19, WKCW 11/10, KPOW 34/30, KSJB 20/14, WJSQ 25/22
18	**Vicki Bird**-I've Got Ways Of Making...-16th Avenue	D	D	KFRD 50/47, WAGI 49/44, KDDA A/48, WJBS-A, KAYZ-A
19	**Dolly Hartt**-Ain't No Easy Way Out-Kass	D	D	KYKX 46/44, KHOC 48/45, WKDY D/47, WKCW D/48, KNOE-A
20	**Bert Stratton**-Left Behind-Gallery II	D	D	WPAY 34/29, KWDJ 40/37, WKCW D/44, KHOC 50/47, KPOW A/50

COUNTRY SCOREBOARD

Record Rank	Title	Lst. Wk.	Ttl. Wks.	Req. Rank	Rotat.	Sales Rank	Video	Current Tour	Current LP This Wk.	Current LP Ttl. Wks.	Hot Cuts
1	**Nitty Gritty Dirt Band-**Fishin' In The Dark-WB	2	14	6	Hot	5	N	Y	12	23	Joe Knows How
2	**Dwight Yoakam-**Little Ways-Reprise/Warner Bros.	4	12	4	Hot	2	N	Y	3	22	Always Late...
3	**Rosanne Cash-**The Way We Make A Broken Heart-Col.	1	16	13	RC	4	N	N	6	11	Real Me
4	**Foster & Lloyd-**Crazy Over You-RCA •	5	14	8	Hot	12	N	N	-	-	-
5	**Tanya Tucker-**Love Me Like You Used To-Capitol	7	11	7	Hot	1	Y	Y	15	11	Heartbreaker
6	**Conway Twitty-**I Want To Know You Before...-MCA	6	14	14	Hot	6	N	Y	-	-	Snake Boots
7	**Earl Thomas Conley-**Right From The Start-RCA	9	10	15	Hot	11	N	Y	50	49	-
8	**Eddy Raven-**Shine, Shine, Shine-RCA	11	11	10	Hot	9	N	N	-	-	-
9	**George Strait-**Am I Blue-MCA	12	8	2	Hot	3	N	Y	5	36	Hot Burning Flames
10	**The Desert Rose Band-**Love Reunited-MCA/Curb	10	14	12	Hot	34	N	Y	39	13	He's Back And I'm . . .
11	**The Judds-**Maybe Your Baby's Got The...-RCA/Curb	14	8	9	Hot	8	N	Y	10	34	Turn It Loose
12	**Randy Travis-**I Won't Need You Anymore-Warner Bro.	15	7	1	Hot	7	N	Y	1	20	Good Intentions
13	**Forester Sisters-**You Again-Warner Bros.	3	16	-	RC	15	N	Y	28	9	Sooner or Later
14	**Bellamy Bros.-**Crazy From The Heart-MCA/Curb	17	9	19	Hot	23	N	Y	-	-	-
15	**Alabama-**Tar Top-RCA	18	8	5	Hot	10	N	Y	49	66	-
16	**John Conlee-**Mama's Rocking Chair-Columbia	8	14	25	RC	21	N	Y	-	-	American Faces
17	**Ricky Van Shelton-**Somebody Lied-Columbia	20	7	3	Hot	13	Y	Y	7	28	Life Turned Her
18	**Holly Dunn-**Only When I Love-MTM	21	7	26	Hot	18	N	Y	32	17	Why Wyoming
19	**Steve Wariner-**Lynda-MCA	23	6	11	Hot	14	N	Y	38	30	Hey Alarm Clock
20	**Gatlin Brothers-**Changin' Partners-Columbia	22	8	-	Med.	26	N	Y	-	-	Little White Lies
21	**Gene Watson-**Everybody Needs A Hero-Epic	24	9	16	Med.	24	N	Y	-	-	Her Heart Or Mine
22	**Baillie and the Boys-**He's Letting Go-RCA	26	8	27	Med.	32	N	N	-	-	Wilder Days
23	**Moe Bandy-**You Haven't Heard The Last...MCA/Curb	25	11	35	Med.	-	N	Y	22	27	Rodeo Song
24	**Lee Greenwood-**If There's Any Justice-MCA	27	7	30	Med.	29	N	Y	44	12	Touch and Go
25	**T.G. Sheppard-**One For The Money-Columbia	29	6	20	Med.	30	N	N	-	-	Echoes In My Heart
26	**Tammy Wynette-**Your Love-Epic	28	12	36	Med.	17	N	Y	42	7	Higher Ground
27	**Reba McEntire-**The Last One To Know-MCA	33	4	17	Med.	25	Y	Y	17	2	I Don't Want...
28	**Schuyler, Knobloch & Bickhardt-**No Easy . . .-MTM	30	9	40	Med.	35	N	Y	-	-	People Still...
29	**Keith Whitley-**Would These Arms Be in Your Way-RCA	32	5	18	Med.	31	N	Y	-	-	-
30	**Dan Seals-**Three Time Loser-EMI America	13	16	43	RC	19	N	Y	-	-	On The Front Line
31	**Sawyer Brown-**Somewhere In the Night-Capitol	34	7	21	Med.	27	Y	Y	40	4	Still Life In Blue
32	**T. Grahm Brown-**She Couldn't Love Me Anymore-Cap.	36	4	28	Med.	33	N	Y	24	16	RFD 30529
33	**K.T. Oslin-**Do Ya'-RCA	37	4	24	Med.	43	N	N	13	12	Younger Men/Dr.
34	**Sweethearts Of The Rodeo-**Gotta Get Away-Columbia	38	5	41	Med.	44	N	Y	-	-	-
35	**Barbara Mandrell-**Child Support-EMI America	16	15	-	RC	16	N	Y	25	7	Sure Feels Good
36	**David Lynn Jones-**Bonnie Jean...-Mercury	39	7	22	Med.	38	N	N	-	-	High Ridin' Heros
37	**Waylon Jennings-**Rough and Rowdy Days-MCA	42	4	51	Med.	39	N	Y	-	-	-
38	**Glen Campbell-**Hand That Rocks The Cradle-MCA	17	19	20	RC	-	N	Y	41	3	-
39	**Anne Murray-**Anyone Can Do The Heartbreak-Capitol	43	5	31	Med.	40	Y	Y	27	19	Harmony
40	**Trio-**Those Memories Of You-Warner Bros.	47	3	33	Med.	41	Y	N	19	29	-

ON DECK

	Title	Lst Wk	Ttl. Wks.	Stations
1	**Lane Caudell-**Souvenirs-16th Avenue	2	7	WKDY 23/20, KRLW 30/26, WLET 26/18, WSDQ 23/22, KWRE 29/25
2	**Mason Dixon-**Don't Say No Tonight-Premier One	5	2	KPOW 48/45, KWDJ 50/47, WAGI 47/43, WKDY D/37, WVAR D/35
3	**Mickey Clark-**You Take The Leavin' Out Of Me-Evergreen	1	9	WSCG 31/27, WPAY 25/15, KSO 28/26, KRKT 20/17, WVAR 11/8
4	**Bobby G. Rice-**You Lay So Easy On My Mind-Door Knob	4	5	WSDS 32/29, WASP 34/31, WPAY 23/13, WKCW 23/20, WVAR 19/18
5	**Southern Reighn-**Cheap Motels-Step One	6	19	KSO 32/30, WSCG 33/28, KSIW 35/33, WLET 42/31, KRKT 47/39
6	**Robin and Cruiser-**Rings Of Gold-16th Avenue	D	D	WWVA 34/29, WPAY 28/18, KHOC 34/31, KPOW 47/43, WAGI 34/31
7	**The Moody Brothers-**Start With The Talking-Lamon	7	5	WKDY 42/39, WQTE 33/30, WMUF D/38, KRLW 39/34, KINO 35/42
8	**Ernie Rowell-**You Left My Heart-Revolver	8	23	KDDA 35/32, WPNX 36/30, WSCG 32/26, WPAY 32/22, KTTS 43/38
9	**Ronnie Dove-**Rise And Shine-Diamond	10	2	WKKN 45/38, WKCW 18/15, WCAO 32/28, KRKT 50/42, KWRE D/49
10	**Carla Monday-**No One Can Touch Me-MCM	14	2	KRKT 25/23, WMYQ 33/29, WYXC 45/39, KSJB 49/44, KWRE 46/41
11	**Danny Davis-**Green Eyes...-Jaroco	11	3	WQTE 36/33, KXAL 35/33, WCVR 42/37, KDDA 37/34, KFDI 45/41
12	**Ray Price-**Just Enough Love-Step One	D	D	KFRD D/49, KCTI D/44, WCVR A/49, KUUX-A, KVOO-A
13	**Sheldon Locke-**Satin Sheets-Stargem	9	3	WKCW 38/28, KCTI 45/42, KYKX 44/42, WSDS 50/45, WGSQ 49/46
14	**Sherry Grooms-**What Do You Do-Gallery II	13	3	KRKT 36/30, KWDJ 43/40, WKCW 47/42, WVAR 44/40, KHOC 44/41
15	**Curtis Potter-**Old Loves Never Die-Step One	15	2	WJJC 34/30, WSCG 28/21, KHOC 39/36, WVAR 43/39, WCVR 45/39
16	**R.C. Coin-**Bed Of Roses-BGM	15	2	WJRD A/48, KPOW 50/46, KYKX 49/47, WSDS D/50, WCAO-A
17	**Darlene Austin-**I Had A Heart-Magi	3	9	WSDS 21/19, WKCW 11/10, KPOW 34/30, KSJB 20/14, WJSQ 25/22
18	**Vicki Bird-**I've Got Ways Of Making...-16th Avenue	D	D	KFRD 50/47, WAGI 49/44, KDDA A/48, WJBS-A, KAYZ-A
19	**Dolly Hartt-**Ain't No Easy Way Out-Kass	D	D	KYKX 46/44, KHOC 48/45, WKDY D/47, WKCW D/48, KNOE-A
20	**Bert Stratton-**Left Behind-Gallery II	D	D	WPAY 34/29, KWDJ 40/37, WKCW D/44, KHOC 50/47, KPOW A/50

Highway 101...The Road To Success!

Pretty, petite, and personable. Those are all descriptive adjectives of **Paulette Carlson**, who is the lead vocalist and guitarist for the popular **Warner Brothers** recording group **Highway 101**. Paulette comes from among the 2,000 or so residents of Winsted, Minnesota. She relates that she worked with a dozen or more different bands in the North Dakota and Minnesota areas of the country, before her relocation to Nashville.

Once she arrived in Music City, she sang backup on recording sessions, wrote for the **Oak Ridge Boys'** music publishing firm as a writer, and entertained in several of the clubs and night spots around Nashville. In general, she struggled like so many others. Then, Paulette made her plans and took some steps which proved to be right for her in advancing her career as a serious artist.

"I hired a lawyer in L.A. to find a manager for me. One of the people she put me in touch with was **Chuck Morris**. He asked me if I would consider doing a 'band' situation. I loved the idea, so we started auditioning in Nashville and Colorado."

Vocalist and lead guitarist **Jack Daniels** was a name much in-demand by artists in country, rock and pop realms. His work with many famous musicians and bands have earned him a numerous amount of awards. Jack was quickly chosen as a member of the group.

Vocalist and drummer **Scott "Cactus" Moser** is a well-known name in music circles as well. Cactus has laid down solid beats for a wide range of artists. This powerhouse percussionist was also signed quickly as a member of Highway 101.

If the name **Curtis Stone** sounds familiar to country music fans, it's no surprise. He's the son of **Cliffe Stone**, legendary founder of the publishing giant Central Songs. An accomplished vocalist and bassist, Curtis cut his teeth as a country musician, vocalist and writer. With his contributions, Highway 101 became complete.

Paulette continued her conversation about the group.."The solid country sound is something that come about naturally. The first time we recorded in L.A., we cut a song called 'Some Find Love'. It didn't chart for us, and I asked the guys how we came up with such a country/pop sound. They all agreed that the song led us into the feel. We learned to be careful! When we got into our second recording session and cut 'The Bed You Made For Me', we knew immediately, that was the sound we were looking for."

Paulette Carlson, Jack Daniels, "Cactus" Moser and Curtis Stone deserve the success they are sharing. It couldn't happen to a better group of hard working people. And, when I say "it", I am referring to the acceptance they have achieved among their fans and peer, alike.

Joe Henderson

CASH BOX COUNTRY ALBUMS

Title, Artist, Label, Number, Distributor
*** = Available on Compact Disc**
• = Platinum (RIAA Certified)
◘ = Gold (RIAA Certified)

OCTOBER 10, 1987

		LW	WOC
1	**ALWAYS AND FOREVER•** RANDY TRAVIS (Warner Bros. 25568-1)	1	20
2	**BORN TO BOOGIE** HANK WILLIAMS, JR. (Warner Bros./ Curb 1-25593)	2	11
3	**HILLBILLY DELUXE** DWIGHT YOAKAM (Reprise/ Warner Bros. 25567-1)	3	22
4	**HIGHWAY 101** HIGHWAY 101 (Warner Bros. 1-25608)	5	12
5	**OCEAN FRONT*◘ PROPERTY** GEORGE STRAIT (MCA 5193)	4	36
6	**KING'S RECORD SHOP** ROSANNE CASH (Columbia FC 40777)	8	11
7	**WILD EYED DREAM** RICKY VAN SHELTON (Columbia FC 40602)	10	28
8	**MAPLE STREET MEMORIES** THE STATLER BROTHERS (Mercury 832-404-1)	11	8
9	**GREATEST HITS*** REBA McENTIRE (MCA 5979)	6	21
10	**HEARTLAND *◘** THE JUDDS (RCA/Curb 5916-1)	9	34
11	**WHEELS *** RESTLESS HEART (RCA 5648)	7	38
12	**HOLD ON** THE NITTY GRITTY DIRT BAND (Warner Bros. 25573-1)	12	23
13	**80'S LADIES** K.T. OSLIN (RCA 5924-1))	14	12
14	**GREATEST HITS, VOL. 2** GEORGE STRAIT (MCA 42035)	26	2
15	**LOVE ME LIKE YOU USED TO** TANYA TUCKER (Capitol CLT 46870)	17	8
16	**I PREFER THE MOONLIGHT** KENNY ROGERS (RCA 6484-1)	16	6
17	**THE LAST ONE TO KNOW** REBA McENTIRE (MCA 42030)	25	2
18	**HEART AND SOUL** RONNIE MILSAP (RCA 6245-1)	13	6
19	**TRIO *◘•** D.PARTON, L.RONSTADT, E.HARRIS (Warner Bros. 25491-1)	15	29
20	**THE WAY BACK HOME** VINCE GILL (RCA 6923-1)	18	11
21	**STORMS OF LIFE*•** RANDY TRAVIS (Warner Bros. 25435-1)	20	69
22	**YOU HAVEN'T HEARD THE LAST OF ME** MOE BANDY (MCA/CURB 5914)	19	27
23	**ISLAND IN THE SEA** WILLIE NELSON (Columbia FC 40487)	21	12
24	**BRILLIANT CONVERSATIONALIST** T. GRAHAM BROWN (Capitol ST 12552)	22	16
25	**SURE FEELS GOOD** BARBARA MANDRELL (EMI-AMERICA ELT 46956)	24	7
26	**EXIT 0*** STEVE EARLE & THE DUKES (MCA 5998)	27	17
27	**HARMONY** ANNE MURRAY (Capitol ST-12562)	23	19
28	**YOU AGAIN** THE FORESTER SISTERS (Warner Bros. 25571-1)	29	9
29	**HANK LIVE *** HANK WILLIAMS JR. (Warner Bros./ Curb 9-25538-1)	28	34
30	**AFTER ALL THIS TIME** CHARLEY PRIDE (16th Avenue ST-70550)	31	19
31	**SWEETHEARTS OF THE* RODEO** SWEETHEARTS OF THE RODEO (Columbia FC 40406)	32	60
32	**CORNERSTONE** HOLLY DUNN (MTM ST-71063)	30	17
33	**THE O'KANES** THE O'KANES (Columbia BL 4059)	35	39
34	**A PLACE CALLED LOVE** JUDY RODMAN (MTM ST-71060)	34	25
35	**HEARTBEAT** THE OAK RIDGE BOYS(MCA 42036)	DEBUT	
36	**ANGEL BAND** EMMYLOU HARRIS (Warner Bros. 25583-1)	36	13
37	**GUITARS, CADILLACS, ETC., ETC.** DWIGHT YOAKAM (Reprise/ Warner Bros. 25372-1)	39	95
38	**IT'S A CRAZY WORLD *** STEVE WARINER (MCA 5926)	37	30
39	**THE DESERT ROSE BAND** THE DESERT ROSE BAND (MCA/Curb 5991)	40	13
40	**SOMEWHERE IN THE NIGHT** SAWYER BROWN (Capitol/Curb CLT 46923)	42	4
41	**STILL WITHIN THE SOUND OF MY VOICE** GLEN CAMPBELL(MCA 42009)	43	3
42	**HIGHER GROUND** TAMMY WYNETTE (Epic FE 40832)	38	7
43	**WHAT IF WE FELL IN LOVE** CRYSTAL GAYLE & GARY MORRIS (Warner Bros. 1-25507)	33	10
44	**IF THERE'S ANY* JUSTICE** LEE GREENWOOD (MCA 5999)	49	12
45	**WHAT A GIRL NEXT DOOR COULD DO** GIRLS NEXT DOOR (MTM ST 71062)	44	9
46	**WALK THE WAY THE WIND BLOWS*** KATHY MATTEA (Mercury 830 405-1)	48	45
47	**AMERICANA** MICHAEL MARTIN MURPHEY (Warner Bros. 25500-1)	46	27
48	**ASLEEP AT THE WHEEL X** ASLEEP AT THE WHEEL (Epic FE 40681)	47	28
49	**GREATEST HITS** ALABAMA (RCA AHL 1-7170)	45	66
50	**TOO MANY TIMES*** FARL THOMAS CONLEY (RCA 5619-1-R)	50	49

ALBUM REVIEW

JUICE NEWTON– Emotion– RCA 6371-1-R-A

Juice's latest single, "First Time Caller," is the first cut on this LP, and it sets the pace for those selections which follow. Tempos and emotions change frequently, hence, the album is properly titled. Juice delivers each cut with a fine vocal performance. However, we thought the title cut and "Old Bye And Bye" deserved special mention among a group of fine songs. This is an exceptional product for Juice and country fans.

ALBUM REVIEW

BELLAMY BROTHERS– Crazy From The Heart– MCA/Curb 42039

The vocal harmony of the Bellamy Brothers has a magic which keeps the listener wanting more. Well, here's your chance for a super selection of songs from two of country music's finest. No matter what the tempo or lyric content of the song, the Bellamys seem to master it with ease. "Santa Fe" is a standout song and performance, but every cut was at least three minutes of pleasure.

OUT OF THE BOX

EXILE (Epic, 34-07597) **I Can't Get Close Enough** (3:57) (Tree, Pacific Island, Careers-BMI) (S. Lemaire, J. P. Pennington) (Producer: E. Scheiner)

Exile is *excellent* on this product! The review competition was tough this week, but this brilliant performance of a super song swept the judges away. This is a "I'd do anything for your love" song theme, and it should have a wide appeal to the listeners. The lead vocal has a raspiness which makes this performance more outstanding, and the harmony is totally Exile at their best!

FEATURE PICKS

KENNY ROGERS (RCA, 5258-7-R-A) **I Prefer The Moonlight** (4:12) (Riverstone-ASCAP; Blackwood, Land of Music-BMI) (G. Chapman, M. Wright) (Producer: B. Bannister)

Ladies, especially, get ready! Kenny Rogers will be dominating the airwaves with this one. It's got a funky country feel, with a vocal only Rogers can do, and some fine acoustic pickin' in the arrangement. Perfect background vocals for highlights. The production is superb..complete, but not overworked.

DAN SEALS (Capitol, B-44077) **One Friend** (3:07) (Pink Pig-BMI) (D. Seals) (Producer: K. Lehning)

This is the song everyone wishes he/she could write for that special person! This could be Dan's best performance yet, and that says a lot. The beautiful sentiment in the song content and melody calls for a complete production with a sound of simplicity... it's a total success!

BILLY JOE ROYAL (Atlantic America, 7-99404) **I'll Pin A Note On Your Pillow** (4:10) (White Wings, Ensign-BMI; Famous, Blue Moon-ASCAP) (C. Berzas, D. Goodman, N. Larkin) (Producer: N. Larkin)

Billy Joe Royal has picked another fantastic "feel" song. He sounds so comfortable with this arrangement. We love the 50's performance of the background vocals (complete with some "shoo-be-doos"). Be prepared for a strong *come back* on the ending. Tall enough to climb the charts by itself.

LISTENING PARTY HONORS THE OAK RIDGE BOYS. *The Oak Ridge Boys were recent guests of honor at a listening party hosted by BMI and MCA Records. The festivities, held at BMI's Nashville office, featured the Oaks' new album, "Heartbeat," with special recognition of Steve Sanders, their newest member. Pictured (l. to r.): MCA's Jimmy Bowen; Joe Bonsall; Duane Allen; BMI vice president Roger Sovine; Steve Sanders; Richard Sterban; and Joe Moscheo, BMI vice president, special projects.*

THE SOUTH'S GONNA DO IT AGAIN! *Charlie Daniels' Volunteer Jam XIII thundered into Nashville's Starwood Amphitheatre September 6 and became the venue's first sell-out. The annual concert grossed more than $250,000 and featured the first performance of the reunited Lynryd Skynyrd Band. Portions of the Jam were aired on the Jerry Lewis Labor Day Telethon. Pictured are: Daniels and Gary Rossington of Lynyrd Skynyrd. A variety of other fine acts were also featured on what has become one of Nashville's finest entertainment offerings. Photo by Jim Hagan.*

NASHVILLE NOTE-ABLES

A Final Letter To O. B. McClinton:

Dear O. B., I'm sorry you didn't get to spend more time with us. We all enjoyed your stay with us. We laughed together, sang together, and learned from one another. It was a wonderful time, and I shall never forget it.

I suppose I'm being selfish, though. I know you are glad to be home! It's always nice to visit with friends and loved ones, but there's no place like home, right?

Someday, soon, I'm going to get away from here. I hope to be able to come and spend a great deal of time with you. However, I want you to know that, presently, I am having some trouble following those instructions you gave us just before you left. Remember? You said not to be sad about parting. Then, you asked that we simply "listen to the music" and enjoy it. Well, I have done that, O. B., but all the music still reminds me of you. The happy songs bring memories of your broad smile and jovial personality. The sad songs mirror the fact that you have returned home after far too short a visit... and I miss you. I'm sorry. I'm being selfish, again.

When I come to your place, I want you to show me all those wonderful things you told me about. I certainly want to meet all those great, old friends you mentioned. You know, the ones who are your neighbors and old acquaintances. I'm still trying to understand why you said they were smart enough *not* to know black from white. If that means they don't care, what a wonderful neighborhood you must live in!

I am looking forward to seeing those silver-lined clouds you described, the ones appearing every morning, and the equally beautiful sunsets... Then, too, I am anxious to see that collections of instruments you told me about; the guitars fashioned from gold, the fiddles of finest wood, and the solid silver steel guitars that make music of the purest sound. You must have quite a collection, O. B.!

Yes, I have been selfish in wishing that you were still here, when you have such a beautiful place of your own. The words you use to describe your home, and your surroundings, make it sound as if you have a mansion in *Heaven*. I can hardly wait to see it!

I remain your friend, always.

Joe Henderson

LIBBY HURLEY WORKS HARD ON DEBUT LP. *CBS recording artist Libby Hurley sings "Don't Get Me Started" on her current single. Fortunately, producer Harold Shedd didn't listen as he continues putting last touches on Libby's debut LP. The album is scheduled for release in late Fall. Shown working at the Music Mill studios are: (l. to r.) Jim Cotton, engineer; Harold Shedd and Libby Hurley.*

CASH BOX COUNTRY SINGLES

OCTOBER 10, 1987

1	*FISHIN' IN THE DARK* (Warner Bros. 7-28311)	The Nitty Gritty Dirt Band	2	14
2	*LITTLE WAYS* (Reprise/Warner Bros. 7-28310)	Dwight Yoakam	4	12
3	*THE WAY WE MAKE A BROKEN HEART* (Columbia 38-07200)	Rosanne Cash	1	16
4	*CRAZY OVER YOU* (RCA 5210-7)	Foster & Lloyd	5	14
5	*LOVE ME LIKE YOU USED TO* (Capitol B 44036)	Tanya Tucker	7	11
6	*I WANT TO KNOW YOU BEFORE WE MAKE LOVE* (MCA 53134)	Conway Twitty	6	14
7	*RIGHT FROM THE START* (RCA 5226-7)	Earl Thomas Conley	9	10
8	*SHINE, SHINE, SHINE* (RCA 5221-7)	Eddy Raven	11	11
9	*AM I BLUE* (MCA-53165)	George Strait	12	8
10	*LOVE REUNITED* (MCA/Curb 53142)	The Desert Rose Band	10	14
11	*MAYBE YOUR BABY'S GOT THE BLUES* (RCA/Curb 5255-7)	The Judds	14	8
12	*I WON'T NEED YOU ANYMORE* (Warner Bros. 7-28246)	Randy Travis	15	7
13	*YOU AGAIN* (Warner Bros. 7-28368)	The Forester Sisters	3	16
14	*CRAZY FROM THE HEART* (MCA/Curb 53154)	Bellamy Brothers	17	9
15	*TAR TOP* (RCA 5222-7)	Alabama	18	8
16	*MAMA'S ROCKIN' CHAIR* (Columbia 38-0723)	John Conlee	8	14
17	*SOMEBODY LIED* (Columbia 38-07311)	Ricky Van Shelton	20	7
18	*ONLY WHEN I LOVE* (MTM B-72091)	Holly Dunn	21	7
19	*LYNDA* (MCA 53160)	Steve Wariner	23	6
20	*CHANGIN' PARTNERS* (Columbia 38-07310)	Larry, Steve, Rudy:The Gatlin Brothers	25	7
21	*EVERYBODY NEEDS A HERO* (Epic 34-07308)	Gene Watson	24	9
22	*HE'S LETTING GO* (RCA 5227-7)	Baillie And The Boys	26	8
23	*YOU HAVEN'T HEARD THE LAST OF ME* (MCA/Curb 53132)	Moe Bandy	25	11
24	*IF THERE'S ANY JUSTICE* (MCA-53156)	Lee Greenwood	27	7
25	*ONE FOR THE MONEY* (Columbia 38-07312)	T.G. Sheppard	29	6
26	*YOUR LOVE* (Epic 34-07226)	Tammy Wynette	28	12
27	*THE LAST ONE TO KNOW* (MCA 53159)	Reba McEntire	33	4
28	*NO EASY HORSES* (MTM B-72090)	Schuyler, Knobloch & Bickhardt	30	9
29	*WOULD THESE ARMS BE IN YOUR WAY* (RCA 5237-7)	Keith Whitley	32	5
30	*THREE TIME LOSER* (EMI America B-43023)	Dan Seals	13	16
31	*SOMEWHERE IN THE NIGHT* (Capitol/Curb B-44054)	Sawyer Brown	34	7
32	*SHE COULDN'T LOVE ME ANYMORE* (Capitol B-44061)	T. Graham Brown	36	4
33	*DO YA'* (RCA 5239-7)	K.T. Oslin	37	4
34	*GOTTA GET AWAY* (Columbia 38-07314)	Sweethearts Of The Rodeo	38	5
35	*CHILD SUPPORT* (EMI America B-43032)	Barbara Mandrell	16	15
36	*BONNIE JEAN (LITTLE SISTER)* (Mercury 888 733-7)	David Lynn Jones	39	7
37	*ROUGH AND ROWDY DAYS* (MCA 53158)	Waylon Jennings	42	4
38	*THE HAND THAT ROCKS THE CRADLE* (MCA 53108)	Glenn Campbell	19	19
39	*ANYONE CAN DO THE HEARTBREAK* (Capitol B-44053)	Anne Murray	43	5
40	*THOSE MEMORIES OF YOU* (Warner Bros. 7-28248)	Dolly Parton, Linda Ronstadt, Emmylou Harris	47	3
41	*WHEN YOUR YELLOW BRICK ROAD TURNS BLUE* (MCA 53155)	John Anderson	41	6
42	*LET'S DO SOMETHING* (RCA 5257-7)	Vince Gill	48	3
43	*SOUVENIRS* (16th Avenue B-70403)	Lane Caudell	45	7
44	*SOMEWHERE TONIGHT* (Warner Bros. 7-28223)	Highway 101	52	2
45	*YOU TAKE THE LEAVIN' OUT OF ME* (Evergreen EV 1058)	Mickey Clark	44	9
46	*I'LL BE YOUR BABY TONIGHT* (MTM B-72089)	Judy Rodman	31	17
47	*SUSANNAH* (EMI America B-43034)	Tom Wopat	50	6
48	*HANGIN' OUT IN SMOKEY PLACES* (Mercury 888-775-7)	Marshall Tucker Band	51	5
49	*GIVE BACK MY HEART* (MCA/Curb 53157)	Lyle Lovett	64	2
50	*HEAVEN CAN'T BE FOUND* (WARNER BROS./CURB 7-28227)	*Hank Williams, Jr.*	DEBUT	
51	*IF I COULD ONLY FLY* (Epic 34-07400)	Merle Haggard/Willie Nelson	55	3
52	*MAKE NO MISTAKE, SHE'S MINE* (RCA 5209-7)	Kenny Rogers/Ronnie Milsap	35	16
53	*I CAN'T GET CLOSE ENOUGH* (Epic 34-07597)	EXILE	DEBUT	
54	*CRYING OVER YOU* (Reprise 7-28250)	Rosie Flores	56	4
55	*DON'T SAY NO TONIGHT* (Premier One POR 115)	Mason Dixon	63	2
56	*STILL WITHIN THE SOUND OF MY VOICE* (MCA 53172)	Glen Campbell	66	2
57	*READ BETWEEN THE LINES* (Mercury 888-839-7)	Lynn Anderson	60	3
58	*GOOD TIMIN' SHOES* (MTM B-72094)	Ronnie Rogers	61	3
59	*YOU LAY SO EASY ON MY MIND* (Door Knob DK 87-285)	Bobby G. Rice	62	5
60	*TELL IT TO YOUR TEDDY BEAR* (Epic 34-07367)	The Shooters	71	2
61	*CHEAP MOTELS (AND ONE NIGHT STANDS)* (Step One SOR 377)	Southern Reign	65	4
62	*RINGS OF GOLD* (16th Ave. B 70404)	Robin and Cruiser	70	2
63	*GOOD GOD, I HAD IT GOOD* (RCA 5256-7)	Pake McEntire	77	2
64	*BORN TO BOOGIE* (Warner Bros./Curb 7-28369)	Hank Williams, Jr.	40	18
65	*UNCONDITIONAL LOVE* (Capitol B-44078)	New Grass Revival	67	2
66	*START WITH THE TALKING* (Lamon LR 10162)	Carlton Moody And The Moody Brothers	68	5
67	*YOU LEFT MY HEART FOR BROKE* (Revolver-REV 87-016)	Ernie Rowell	72	4
68	*TIME IN* (MCA 53175)	Oak Ridge Boys	DEBUT	
69	*FINISHING TOUCHES* (WARNER BROS. 7-28218)	Gary Morris	DEBUT	
70	*RISE AND SHINE* (Diamond D 379)	Ronnie Dove	76	2
71	*EASY TO FIND* (MTM B-72095)	Girls Next Door	DEBUT	
72	*NO ONE CAN TOUCH ME* (MCM 87-001)	Carla Monday	81	2
73	*ALIVE AND WELL* (Capitol B 44064)	Nisha Jackson	74	2
74	*SATIN SHEETS* (Stargem SG-2415)	Sheldon Locke	75	3
75	*JUST ENOUGH LOVE* (Step One SOR 378)	Ray Price	DEBUT	
76	*GREEN EYES (CRYIN' THOSE BLUE TEARS)* (Jaroco JR 8742)	Danny Davis and the Nashville Brass and Dona Mason	78	3
77	*BOOGIE BACK TO TEXAS* (Epic 34-07610)	Asleep At The Wheel	DEBUT	
78	*WHAT DO YOU DO* (Gallery II 012)	Sherry Grooms	80	3
79	*OLD LOVES NEVER DIE* (Step One SOR 376)	Curtis Potter	82	3
80	*BED OF ROSES* (BGM 8208)	R.C. Coin	85	2
81	*I HAD A HEART* (Magi MR 4444)	Darlene Austin	46	9
82	*I'VE GOT WAYS OF MAKING YOU TALK* (16th Avenue B-70405)	*Vicki Bird*	DEBUT	
83	*BABY I WAS LEAVING ANYHOW* (Warner Bros. 7-28256)	Billy Montana & The Long Shots	62	6
84	*AND THEN SOME* (Epic 34-07244)	Charly McClain	54	8
85	*I'LL NEVER BE IN LOVE AGAIN* (Capitol B-44019)	Don Williams	53	18
86	*AIN'T NO EASY WAY OUT* (Kass KR 7-2488)	Dolly Hartt	DEBUT	
87	*LEFT BEHIND* (Gallery II 010)	Bert Stratton	DEBUT	
88	*FIRST TIME CALLER* (RCA 5170-7)	Juice Newton	57	12
89	*LOVER TO LOVER* (Envelope NV 7004)	Stenmark-Mueller Band	DEBUT	
90	*SHE'S TOO GOOD TO BE TRUE* (Epic 34-07135)	Exile	58	18
91	*NOBODY SHOULD HAVE TO LOVE THIS WAY* (Warner Bros. 7-28409)	Crystal Gayle	59	12
92	*CHAIN GANG* (Epic 34-07310)	Bobby Lee Springfield	69	3
93	*RESTLESS ANGEL* (Alpine APS-007)	Tim Malchak	73	11
94	*WHEN I'M WITH YOU* (Soundwaves SW4791)	Susan Billings	79	4
95	*BALLAD OF TRESSIE MAE* (Mosrite M 504-6)	Mark Moseley	DEBUT	
96	*WORKING DAYS* (River WRA 3-451)	Malinda Liberty	DEBUT	
97	*(MY HEART WON'T LET ME LOVE) NO ONE BUT YOU* (Step One SOR 375)	Dave Holladay	83	4
98	*HEART FIRST* (Kansa KA 635)	P.J. Allman	84	3
99	*JACK TO A KING* (Motion 1030)	Paul Daniel	DEBUT	
100	*SOMEBODY'S BABY* (615 S-1009)	Bobbi Lace	86	4

INDIE SPOTLIGHT

A. J. MASTERS (Bermuda Dunes, C 117 BJD) **Our Love Is Like The South** (3:01) (Ensign, Tuggy-BMI) (B. Borchers, D. Goodman, A. Masters) (Producer: H. Saroyan)

Gather 'round and listen to A. J.'s best yet! No true country fan could walk away while he is singing this song. *Clever* lyrics to a happy song in up-tempo gear. There's some fine pickin' here, but Master's vocal is impressive and dominating. It's a clap-your-hands country song which should light up the request lines at the country radio stations.

INDIE FEATURE PICKS

RAZZY BAILEY (SOA, 001) **If Love Ever Made A Fool** (3:59) (Mocassin Creek-BMI) (C. D. Boyd) (Producer: R. Bailey)

We have all felt this way, but Razzy certainly makes feelin' like a fool *sound* beautiful! What a fine controlled and mellow vocal presentation. The song is a smoothie, too..building and flowing in all the right places. It is a country ballad in the finest form.

JUDY BYRAM (F & L, FL 554 A) **No More One More Time** (3:13) (W. B., Cross Keys-ASCAP) (T. Seals, D. Kirby) (Producer: R. Baker)

Judy Byram is *not* a timid singer. She has a fine, strong country voice, which she promotes on this record. Judy sings with emotion and she isn't bashful about it. We loved her performance and Ray Baker's super country production. How about "one more time", please.

BOBBY McGEE (Roto Noto, RN 1034) **I'm Not Your Plaything** (3:06) (Silver Line-BMI) (D. Gibson) (Producer: unlisted)

Sounds like Bobby McGee has found his individual style. That's good, and this is a good sound. There's a touch of blues in this forceful ballad. Short and curt phrasing and, yet, the song flows well. Production is good, but McGee's vocal is the audio point, here.

DARK HORSE CONSENSUS

RAY PRICE– Just Enough Love– Step One, SOR 378

Ray Price "swings" into the Dark Horse Consensus, with ease, this week. Just as we predicted, this one is a *hot* record. No wonder, though. Ray's popularity and singing ability have increased every year. We wish Ray and Step One the best of luck with this one. Some stations voting for Ray were: WCVR, WXCE, KAYZ, WVAR, KFAY, WCCN and WSDQ.

NEW PLAYERS

It's A Great Year For "Boardo"!

If your daughter stands in front of the mirror and sings along with her favorite recording artists, don't get worried about her. That's the way **Liz Boardo** got her start. Today, Liz is a highly successful recording star on the **Master Records** label.

"I used to listen to Mom's and Dad's records, when I was a kid. I remember singing along with **Patsy Cline** and **Tammy Wynette**. And, I copied the way they sang. The first song I learned was 'Don't Touch Me'. I guess I was a typical little girl with show business ambitions.

I love country music because it's as honest as I am. I must feel what I'm singing. When I'm doing a show, I'm enough of an actress to change moods every three minutes. You have to be, if you're going to put feelings into every song."

Liz Boardo is a very intelligent young lady from Holliston, Massachusetts. Her success has, no doubt, attracted major label attention. Liz had some comments about her future plans. "I'm not going to *jump* at a major label contract simply because of the prestiege of being on a major label. Everyone wants that, naturally. However, I want guarantees that the label will give me the backing I need, and the people I need to work with. I'm looking for the opportunity to be released on a regular basis with some priorities included in the contract. My signing would have to be a carefully calculated business move. I can, and would, be happy on any label which gives me a sincere effort."

Her professional inspirations have come from Patsy Cline and **Gary Morris**. "I'm very emotional. I cry a lot. When I listened to Patsy Cline songs, she made me believe everything she sang! Gary's quality and clarity makes a believer of me, too. I do a lot of his songs in my shows. I think country music is well balanced now. We have up-tempo artists, and we have ballad artists. Some do both well. There is another inspiration I should mention..**Reba McEntire**. She has to be the most honest performer out there today."

Liz doesn't know where she fits into the country music picture right now. "When I sing, I sound the same as I sound when I talk. Stage and studio are two different things. On record, I have to please radio, myself, and the business interests. On stage, I have to please the audience and myself. I don't want *one* listening audience. I'm hoping all the fans will enjoy my product. I do what I am capable of doing, and I can only pray that everybody enjoys it."

Judging from her success, Liz Boardo must be heard by somebody up There who likes her, just as she is heard by her fans down here. I happen to be one of her fans. I found Liz Boardo to be sincere, talented, intelligent and a beautiful person. Oh, yes. It *has* been a good year for Boardo, and the product will get even better in the years to come.

Joe Henderson

THE MOODY BROTHERS WIN INTERNATIONAL COUNTRY MUSIC AWARD. *The Moody Brothers from Charlotte, North Carolina, have just been honored with the "Most Popular International Trio" award for the 1987 International Country Music Awards. Other artists nominated in this category were major label acts. Their "awards night" performance at Peterborough was their last stop on a five week tour of Europe that included appearances in Poland, Holland, Jersey (Channel Islands), and over twenty cities throughout Britain.*

N.C. Passes Flea Market Bill As RIAA Points Finger At 58 N.C. Retailers

NEW YORK – The North Carolina Assembly has enacted legislation called "An Act Regulating Peddlers, Itinerant Merchants, Flea Market Vendors and Flea Market Operators," in an attempt to regulate Flea Markets, which the RIAA calls "the largest source of illegal tapes in the U.S.," citing North Carolina as the second worst offender. Under the new law, itinerant merchants must obtain written permission from the property owner and must retain that document at all times.

In an unrelated item, the RIAA, on behalf of its member companies, forwarded 58 cease and desist letters to various individuals and locations involved in the sale of counterfeit and pirate recordings throughout North Carolina. If the cease and desist letters are not obeyed, the RIAA will consider legal action.

And 10 individuals were arrested on September 4 at a flea market in Kenton, Ohio for the sale of alleged countefeit cassettes. They were charged with violating the Ohio Criminal Simulation statute.

TICKERTAPE

NEW YORK – Elton John received the ASCAP Golden Note Award for career achievement at a gala ASCAP Awards dinner honoring the British Performing Right Society, Sept. 30 at London's Claridges Hotel...Spin Magazine, which separated from its parent company, Penthouse International, during the summer, has resumed publication. Their year-end double issue goes on sale Nov. 17. Editor and publisher Bob Guccione Jr. has named Richard Keech associate publisher and advertising director and Robert Keating executive editor...The NY Chapter of NARAS will hold its fourth luncheon honoring A&R producers from the New York area, Oct. 16 at the Loews Summit Hotel, where Clyde Otis, John McClure and the late Dave Kapp will be honored, and composer/arranger Sy Oliver will receive the first issue of a special citation named for the late Russ Sanjek...Radio City Music Hall and Ticketmaster have extended their contract – which gives the ticketing service exclusive rights to Radio City's attractions – through 1992...Sony is sponsoring a contest for design students to "create the television of the future." Write to "Design-A-Vision" Competition, c/o Geltzer & Co., 1180 Sixth Av., New York, NY 10036 for details...And Roseland is sponsoring a "Come as Your Favorite 30s Film Star Contest" Oct. 8...New on the bookshelves: *Cousin Brucie! My Life in Rock 'n' Roll Radio* by Cousin Bruce Morrow and Laura Baudo ($16.95, Beech Tree Books).

THE GOSPEL TRUTH – Aretha Franklin, recently returned to Detroit's New Bethal Baptist Church, where her father preached, to record her first gospel album in more than 15 years. Called "One Lord, One Faith, One Baptism," the album is due from Arista in November. Here, celebrating the occasion, are (l-r) Barbara Berger, associate director, business affairs, Arista; Traci Jordan, director, R&B artist development & publicity, Arista; Abbey Konowitch, vp, video & artist deveopment, Arista; Tony Anderson, vp, R&B promotion, Arista; William Wilkerson, a friend of Aretha Franklin's; Aretha; the Rev. Jesse Jackson and his daughter; and Cecilia Whitmore, district manager, R&B promotion, Arista.

BERMAN HONORED – The music industry was well represented at a recent Los Angeles dinner to honor Congressman Howard Berman. Pictured (l-r) songwriter/producer David Foster, Linda Thompson, Congressman Berman, Doreen Ringer, BMI executive motion picture/television relations.

HEAVYWEIGHTS – At WEA's national sales meeting, the top brass got their heads together. (l-r) Nesuhi Ertegun; Henry Droz; Ahmet M. Ertegun, chairman of Atlantic Records.

MILLS' DREAM – Stephanie Mills recently performed at the Apollo Theatre, where, afterwards, she was mauled by WBLS disc jockey Vaughn Harper (l) and dancer/singer Obba Babbatunde.

"WAVE" *(continued from page 6)*

commenting "The Wave is the music of the future. Kansas City has a young, progressive audience which will be very receptive to The Wave."

Three more stations, all owned by Gannett Broadcasting, signed up last week. In San Diego, KSWV-FM (formerly KSDO-FM) president and general manager Chris Conway said "The Wave is the hottest format since rock and roll. The synergism will be perfect for us." Dallas' KOAI-FM (formerly KTKS-FM) and Seattle's KNUA-FM round out the first group of signings. Gannett president Jay Cook echoed the industry-wide enthusiasm, stating "We're just in the beginning of the evolution. The Wave will continue to evolve as one of the major radio formats on the dial today."

The Wave debuted with a splash in Los Angeles, bringing the station from 22nd to 7th in the 25-54 audience demographic in the first full Arbitron rating book after the format's introduction. The music mix is a blend of soft rock, light jazz, and New Age music.

Relativity Pacts With British Indies

LOS ANGELES - Relativity Records has signed licensing deals with two prominent British independent labels, Some Bizarre and Creation, to make available in the U.S. all releases on those labels. Distribution domestically will be handled by Important.

In the U.K., Some Bizarre's roster includes such bands as The The, Soft Cell, and Cabaret Voltaire, while Creation boasts Jesus And Mary Chain among their signings. The first releases on Relativity through this agreement are Einsturzende Neubauten's *Five On The Open-Ended Richter Scale* and The Foetus All-Nude Revue's *Bedrock 12"* via Some Bizarre, and Felt's *Poem Of The River* and *Oblivion* by Biff Bang Pow from Creation.

Marketing and promotion for the new arrangement is being handled by New York-based Second Vision.

TEEN DREAMS – Debbie Gibson recently performed "Only In My Dreams" on American Bandstand, *where she got to meet fellow teen idol Dick Clark.*

Around The Route

By Camille Compasio

Next scheduled meeting of the Jukebox Promotion Committee will be held October 19. As reported in the Sept. 26 edition of **Cash Box**, one of the first major decisions reached by this newly formed Committee (of AMOA) was the establishment of **National Jukebox Month**, to begin in October of 1988 – the year the jukebox celebrates its 100th birthday!

Mark your calendars. Would like to alert California ops about two major events – the annual **C.A. Robinson & Co.** post-AMOA shows, which are scheduled for Wednesday, November 18 (in San Francisco) and Friday, Novemberr 20 (in Los Angeles). You can bet both functions will be jam packed with factory reps, op customers – and equipment – with **Bettelman** family members and staffers on hand to extend the hospitality of the house.

Felicitations! Belated birthday greetings to **Gus Tartol** of Singer One Stop For Ops, who celebrated his big day on September 19. Wife, **Sharon**, will be having a birthday on October 7; and son, **Daniel**, will be two years old on October 25!

A recordbreaker! AMOA officials report that early response to Expo '87 has been "excellent". The exhibit hall is 95% sold out and pre-registration figures are up more than 40 percent!

State association happenings. The **South Carolina Coin Operators Assn.** has scheduled its 1988 annual convention and trade show for February 12-14 at the Radisson Hotel in Columbia, SC. For info on exhibiting or attending contact **Helen Sikes** at (803) 254-4444.

This 'n that. The first off-track betting parlor, The Winner's Circle, recently opened in Peoria, IL with hundreds of residents on hand (along with local and state politicians), a band, a live racehorse in the parking lot and much fanfare. The Winner's Circle is located in Peoria's Landmark Recreation Center, which also houses a bowling alley, a video arcade and health club. According to an article in the Chicago Sun-Times, Rockford, Illinois could have an off-track betting parlor within a couple of months and, possibly, even Chicago by next year...Crain's Chicago Business tells of a licensing pact between Bally Mfg. Corp. and Ann Sather (Swedish restaurant & bake shops) to test the bakeries for possible nationwide expansion. Ann Sather's Swedish Bakeries will soon debut in such popular Chicago area shopping centers as Ford City, Golf Mill and Randhurst – and when test results come in, further decisions will be announced...Crain's also reports that executive salaries in Chicago are up 7 percent, reflecting the most significant gain in five years!

At the end of this week (10/8-10) Rowe distribs will be gathering at Marriott's Camelback Inn in Scotsdale, Arizona to attend the factory's annual distributor meeting – and view the new jukebox models.

Spoke with Loewen America pexy **Rus Strahan**, upon his return from factory headquarters in Germany. Had a million questions to ask him about the new c.d. juke and company palns for AMOA Expo '87 but he preferred to set them aside to preserve the element of surprise we're all accustomed to at this time of the year, choosing instead to focus on the "Galaxy 200" jukebox. Sales on this model have been fantastic, and far ahead of initial projections. Rus estimates that about 75-80 percent of production on the "Galaxy 200" is being utilized in the U.S. Market. It's a big selling piece out here!

AAMA Presses For Amusement Machine Sales Index

CHICAGO – At its recent meeting in Chicago the board of directors of the American Amusement Machine Association went on record once again as strongly in support of the Amusement Machine Sales Index – AAMA's ongoing statistical survey of seven major product categories within the industry.

According to AAMA president Frank Ballouz, "In a recent survey conducted by the National Association of Manufacturers (NAM) collecting industry statistics is still **the** most common of the traditional functions of trade associations. In that study NAM reported that 83.3 percent of responding manufacturing industries collect statistics. The board feels that AAMA can provide a valuable service to the industry by providing ongoing statistical data."

The board recognized that some firms within the industry have been reluctant to participate in the new survey out of concern for confidentiality or because thay have not yet been convinced of the value of the survey. In an effort to address these concerns the board has published "Eleven Questions and Answers About the Amusement Machine Sales Index." These questions are the ones most frequently asked of AAMA when firms are considering whether or not to participate.

For further information contact AAMA headquarters at 205 The Strand, Suite 3, Alexandria, Virginia 22314.

The AAMA board expressed its appreciation to the more than twenty-four firms which have already provided convidential data (and to those who have expressed a willingness to do so) to Arthur Andersen and Company, one of the world's largest and most prestigious accounting firms.

Atari's 'R.B.I. Baseball'

Atari Games Corporation announced the release of its latest video game "R.B.I. Baseball", a one and/or two player simultaneous baseball game for the Nintendo VS. System. This is the low cost, simple conversion that fits into all VS. System games including Uni System uprights, dual-monitor uprights, and dual monitor sitdowns. As stated by Atari Games' product manager Jerry Momoda, "R.B.I. fills a void in the marketplace with a game ideal for both street and arcade locations."

The theme, of course, is baseball and the new model offers the popular add-a-coin feature. At the onset, players select from one of ten "Dream Teams", each with a roster of baseball

(continued on page 37)

Valley Launches Electronic Darts Tourney

CHICAGO – A three-level tournament schedule, developed and sponsored by The Valley Company for electronic darts players, will kick-off this fall. In announcing the tournament, Alan Schafer, Valley vice president-marketing said, "Electronic darts is on the move and Valley is committed to keep it moving! Our heavy involvement in the Valley National 8-Ball Association has proven that organized play is essential in the advancement and improvement of coin game enjoyment" he added. "It is our goal to provide darts games players with the best possible organization and tournament play, as we have with pool."

The first level of play will be in three categories – men's singles, women's singles and mixed doubles – to determine local qualifiers for the North American team. Local winners in these three groups become eligible to compete in the North American Championships, which will be held at the Hacienda Resort Hotel in Las Vegas, Nevada on Saturday, March 5, 1988. The winning team, consisting of the men's champion, the women's champion and the mixed doubles champions, will be awarded the Valley Cup, plus an expense-paid trip to Japan in the fall of 1988 where they will represent North America in competition and exhibitions against leading Japanese electronic darts teams.

Finally, this North American team will compete in the Valley Electronic Darts World Championships against teams representing Europe, Asia and other continents.

Each participant in the local qualifiers will receive a specially designed beer mug as a memento. There is a one-time entry fee of $15.00 which will be paid back in the form of travel vouchers issued to winners of local qualifying matches who compete in the North American Championships in Las Vegas.

Players may enter competiion solely through local operators who, at a nominal charge, are supplied with complete tournament kits containing announcement posters, schedules, tournament flow charts, rules, registration forms, and all of the other essentials. All local competition must be held on operator-owned electronic dart machines. The competition in Las Vegas will be held on valley "Royal Dartes" machines with the international-sized target and the double bull's-eye.

"Valley is an active supporter of the condept of friendly competition – for pleasure and for prizes," Schafer emphasized. "That's why we are backing the AMOA National Darts Association in every way possible, including financially. And we back the coin operator just as strongly, too, because we believe that healthy operators mean a healthy industry," he continued. "And there's no better way to do this than through strong league and tournament play. Now, this three-level tournament with its interantional flavor menas world-wide competition in electronic darts has arrived, and we anticiapte its every success," he concluded.

The Dollars And $ense Of Business Promotions – Part VII

By Roger Sharpe

This series has attempted to focus on a number of activities that can be implemented immediately; at an economical cost that shouldn't make any undertaking prohibitive. All it takes is some initiative, imagination and the desire to be more successful than you already are.

In terms of video games, we have highlighted some options available for the creation of many different types of tournaments – some based on theme games (sports), others where time limitations might be the boundary given the nature of the machines (such as an Arkanoid) and variations in between. But there's much more that can be accomplished to increase earnings across the board on almost any video games that you have in operation.

Tournaments, unto themselves, are excellent promotional vehicles, but they tend to be a "one-shot" event with a limited time frame, drawing on a specific audience of players who feel that they have "a chance" to win. This isn't to minimize the impact that tournaments can have on a business which has been doing little, or nothing, to attract traffic and increase consumer awareness, as well as all the other benefits which have been covered in past installments of this series.

However, to think that tournaments, on their own, are enough is something that needs to be addressed and put into perspective. Ideally, any tournament activity on any group of machines, is just one component part of total marketing/promotional scheme that is being done over time and on a regular basis. And the perfect complement within this promotional mix is to consider the creation of video game leagues (since we're only focusing on video games this time around). Obviously, some games, on the surface – for a variety of reasons – lend themselves more so to the incorporation of some type of league structure. But really any machine can be made to 'conform' to necessary guidelines based on time or the type of play action.

The creation of leagues tend to add continuity to your business. It allows you to isolate different groups of players for specific times of competition on a daily, or weekly basis, and for a duration of time that might last for weeks or months. And the amount of guaranteed income derived from such an activity is known ahead of time because you know what you'll be charging and how many players will be involved.

The structure for video game league competition is relatively simple and straightforward if you can use the bowling league scenario as a beginning model on which to base rules and operating procedures. You can pick almost any machine, or group of machines, to do a test program. This is highly recommended – to start cautiously and slowly so that you don't become over-extended and you still have the opportunity to make adjustments and refinements as you go along. Once you've gained some experience in the running of leagues, you can then branch out and attempt more on a concurrent basis.

Ideally, you want to get a sign-up sheet going within the game room, eliciting players to compete in a trial league program. The parameters will be that every league night, or day, players will face off for a three game series (similar to bowling) and that standings will be based on wins/losses as well as points scored. So even if you have an Atari APB league and a Black Tiger league, or competition based around Rastan Saga, Boot Camp, Gondomania...it doesn't matter. The rules are still going to be the same, with a pre-determined number of players.

And you have an additional option to incorporate if your players are willing to do it. Instead of having just one video game being played for the league competition, why not mix and match equipment so that you can utilize most of the pieces on your floor. One week it might be a space shoot 'em up, another week it's a racing game and so on. The formula for wins and losses still applies and it forces your players to prctice on everyting–which they are not going to mind doing given the ultimate reward at the end of the league – the acknowledgement of being the best video game player at the XYZ family game room.

Once again, as we have stressed during this series, you have the flexibility to design any activity that will work for your business and your clientele. But a video game league is something that is worth the effort to see if there is any interest in it by your players. And the recommendation here is that you try for at least eight to ten individuals who you can depend upon showing up and following through during the length of the program. And be prepared to reward them with trophies, jackets, t-shirts, whatever, as a show of appreciation and a reinforcement of their participation. Because once you have launched a first program, the ones that follow are that much easier.

Another option for this first time video game league is to go after those two-player machines, such as Double Dragon and others and have teams be made up of players competing as a team against other teams. In this case you would probably want to have at least six to ten teams, once again playing a three game series on one machine or a group of games that allow for two-player tandem play.

In the running of any league competition a great source of structuring can be found by using what bowling has done over the years. The three game series with wins and losses or even a point system. The latter is intriguing because there are a number of options open to you for establishing team/indidvidual standings. You can base each win on two points and a total series (winning at least two games) for an extra point. There is even a system which has been created that can provide all the methodology necessary and this has been highlighted in previous **Cash Box** issues that have featured Steven Epstein of the Broadway Arcade and the system he uses for his pinball leagues. (Steve can be contacted for more information at 212-247-3725 or I can be reached for more input at 203-271-0047).

All in all, the concept of video game leagues might appear to be farfetched on the surface, but here is a credible rationale underlying the entire idea as a profitable, low-risk, low priced way to gain some added revenues and create some excitement among your players above and beyond the standard mix of old and new machines that you have on location. And that, after all, is the reason to do any type of promotion – increase business, appeal to more players, and attempt to organize an activity that can be the basis upon which to gain fixed amounts of earnings over a specific period of time.

More of these ideas will be forthcoming in the next installments of this **Cash Box** series on how to make dollars and sense of business promotions.

(Ed Note: This is the seventh in a continuing series being featured in Cash Box on a regular basis, for the purpose of providing practical guidelines and suggestions for improving your business. Operators desiring an extra copy of this article may submit their request, together with a stamp, self-addressed envelope, to: Cash Box, 1442 S. 61st Ave., Cicero, IL 60650. Please specify the issue date when making your request.)

ATARI *(continued from page 36)*

greats. Players use standard VS. System controls, a joystick and two buttons to hit, pitch, run, steal, control fielders, substitute batters and pitchers, and virtually every other action performed in real baseball. It's a terrific action/strategy game where players have to put baseball savvy and knowledge on the line.

Skill characteristics and statistics are based on actual player performance. Each player has different hitting power, running speed and pitcher styles as well as stamina and ball control. Therefore, knowing the strengths and weaknesses of teams and players is crucial. At the conclusion of a game, the winner is amusingly announced in bold print on front of the daily sports page. The add-a-coin feature comes in handy for those extra inning games.

Further information about R.B.I. Baseball may be obtained through factory distributors or by contacting Atari Games Corp., for referral, at (408) 434-3700.

NAMA Announces Contest Winners

CHICAGO – Six first and second place winners were selected in the 1987 NAMA Newsletter and Sales Brochure Contest, along with twelve Honorable Mentions. Contest winners will be honored at this year's NAMA convention in Philadelphia and the winning entries will be on display in the exhibit hall.

Air Capital Vending, Inc. of Wichita, KS was awarded first place in the Newsletter Division, with second place going to Jomar Sales & Vending Company of Peabody, MA. First place for sales brochures (companies under $20 million in sales) was earned by Bell Food Services of Glastonbury, CT and second place went to Modern Vening, Inc. of Indianapolis.

In the $20 million-plus sales category, the judges declared a tie for first place between All Seasons Services, Inc. of North Quincy, MA and Weisman Enterprises, Inc. of Minneapolis.

"The quality of sales and marketing tools used by our industry has improved considerably since our first contest seven years ago," stated Walter Reed, NAMA's director of public relations. "We hope that others will be stimulated in their own efforts when they see the winning displays at the Philadelphia show."

The 1987 NAMA national convention will take place during the period of October 29-November 1 at the Philadelphia Convention Center.

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• • •

CHART INDEX
(from page 39)

Ken/Ensign-BMI) 8
Somebody Lied (Galleon-ASCAP) 17
Somebody's Baby (Contention-SESAC) 100
Somewhere In The Night (Tree/Cross Keys-BMI/ASCAP) . . 31
Somewhere Tonight (Tree/Granite/Coolwell-BMI/ASCAP) . 44
Souvenirs (Ensign-BMI) 43
Start With The Talking (Laymond/Puggy-BMI) 66
Still Within The Sound Of My Voice (White Oak-ASCAP) . . . 56
Susannah (April/Swallowfork-ASCAP) 47
Tar Top (Maypop-BMI) 15
Tell It To Your Teddy Bear (Rick Hall/Songs On Hold-ASCAP/SESAC) 60
Three Time Loser (Pink Pig-BMI) 30
Those Memories Of You (Bill Monroe Music-BMI) 40
Time In (Tom Collins/Collins Court-BMI/ASCAP) 68
Unconditional Love (Cross Keys/Tree-ASCAP) 65
Way We Make A Broken Heart, The (Bug/Bilt-BMI) 3
What Do You Do (Lovey Music - BMI) 78
When I'm With You (Phono-SESAC) 94
When Your Yellow Brick Road Turns Blue-(Cavesson-ASCAP/Gary Vincent-BMI) 41
Working Days (Malluf Music-ASCAP) 96
Would These Arms Be In Your Way (Tree/Hookem-BMI/ASCAP) 9
You Again (MCA/Don Schlitz-ASCAP/Writers Group/Scarlet Moon-BMI) 13
You Haven't Heard The Last Of Me (Snow/April/Kaz-BMI) . 23
You Lay So Easy On My Mind (Americus-ASCAP) 59
You Left My Heart For Broke (Combine-BMI/Music City-SCAP) 67
You Take The Leavin' Out Of Me (Combine-BMI) 45
Your Love (Bibo-ASCAP/Screen Gems-EMI-BMI) 26

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CHART INDEX

POP SINGLES

Alone 95
Ron Nevison (B. Steinberg-T. Kelly) (Billy Steinberg/Denise Berry–ASCAP)
American Dream 89
P. Thornalley (Simon F.) (F. Machine–BMI)
Animals 88
Back In The 93
R. Titelman, S. Winwood (S. Winwood, W. Jennings) (P.S. Limited PRS adm.by WB–ASCAP/Willin' David/Blue Sky–BMI
Back To Paradise 97
J. Vallance, D. Barnes (Giraldo, Vallance, Adams) (Adams Communications/Calypso Toonz (PROC)/Irving–BMI/Big Tooth/Rare Blue/TCF–ASCAP)
Bad 9
Q. Jones (M. Jackson)(Mijac/Adm. by Warner-Tamerlane-BMI)
Beat Patrol 66
P. Wolf (J. Warman)(Warcope/Intersongs-USA-ASCAP)
Betcha Say That 44
E. Estefan, L. Dermer, J. Galdo, R. Vigil(L. Dermer, J. Galdo, R. Vigil) (Foregin Imported Production-BMI)
Boys Night 51
D. Rudolph (T. B. Schmit, W. Jennings, B. Gaitsh) Jeddrah/Blue Sky Rider/Willin David/Edge Of Fluke-BMI/ASCAP
Breakout 20
P.S. O'Duffy (Swing Out Sister) (Virgin-Nymph–BMI)
Brilliant Disguise 26
B. Springsteen, J. Landau, C. Plotkin (B. Springsteen) (B. Springsteen-ASCAP)
Can't We Try 29
H. Medress, J. Capek (D. Hill, B. Hill) (Cak/Songs Of Jennifer/If Dreams Had Wings/A Question of Material-ASCAP/Scoop-CAPAC)
Carrie 3
K. Elson (J. Tempest, M. Michaeli) (Screen Gems-EMI–BMI)
Casanova 08
R. Calloway (R. Calloway) (Calloco/Hip Trip–BMI)
Catch Me 75
K. Williams Jr., K. Shore (J. Staring, W. Cooler) (Genetic-ASACP)
Causing A Commotion 7
Madonna, S. Bray (Madonna, S. Bray) (WB/Bleu Disque/Webb Girl Adm. by WB/Black Lion-ASCAP)
Come On Let's Go 47
S. Berlin (R. Valens) (Picture Our–BMI)
Crazy Crazy Nights 83
R. Nevison (P. Stanley, A. Mitchell)(Paul Stanley–ASCAP/Largo Cargo-BMI)
Cross My 78
S. Bray, M. Verdick (S. Bray, T. Pierce) (Famous/Black Lion–ASCAP)
Didn't We 13
(M. Masser (Masser, Jennings) (Prince Street–ASCAP/Willin' David/BlueSky Riders–BMI)
Dinner With 56
R. Perry (B. Russell) (Geffen/Rutland Road–ASCAP
Doing It 30
(Bibo/Zookini-ASCAP/Vogue/Lew Bob-BMI)
Don't Look Down 46
G. Stevenson (P. Cox, R. Drummie) (ATV–BMI)
Don't Lose Any Sleep 82
P. Filipetti, R. Nowles, J. Waite (D. Warren) (Real Songs–ASCAP)
Don't Make Me 28
P. Glass (Glass, Afanasieff, Walden) (Bellboy–BMI/Gratitude Sky–ASCAP)
Don't Mean 67
R. Marx, D. Cole (R. Marx, B. Gaitsch) (Chi-Boy–ASCAP/Edge Of Fluke–BMI)
Don't You Wan't Me 74
B. Edwards (F. Gold, D.P. Bryant, J. Watley) (Wightsong/Franne Gee–BMI/Ardavan/Intersong–USA . . . . . ASCAP)
Dude 79
B. Fairbairn (S. Tyler, J. Perry, D. Child) (Aero Dynamics–BMI/Desmobile/April-ASCAP)
Fake 36
J. Jam, T. Lewis (J. Harris III, T. Lewis) (Flyte Tymes/Avante Garde–ASCAP)
Follow You 81
G. Burtnick, D. Prater (Burtnick, Ponti) (Hampstead Heath/Colgem-EMI-ASCAP)
Give To Live 91
S. Hagar, E. Van Halen (S. Hagar) (WB/The Nine–ASCAP)
He's My 92
R. Wise, K. Bullard (R. Wise, K. Bullard, C. Bullard, R. Wise) (Holey Moley–BMI)
Heard A Rumour 4
Stock, Aitken, Waterman (Dallin, Fahey, Woodward, Stock, Aitken, Waterman)Warner Tamerlane/BMI/In A Bunch-PRS/Terrace-ASCAP
Heart and Soul 77
R.T. Baker (C. Decker, R. Rodgers) (Virgin–ASCAP)
Heaven Is A Place 35
R. Nowels (R. Nowels,E. Shipley) (Future Furniture/Shipwreck-ASCAP/BMI)
Here I Go 1
K. Olsen (Coverdale, Marsden) (Seabreeze/C.C./WB–ASCAP)
Holiday 41
C. Neil (Klimek, Hoffmann, Gottwald, Schwartz, Ruszczunski) (Virgin-Nymph–BMI)
Hourglass 49
E. "E.T." Thorngren, G. Tilbrook (Difford, Tilbrook) (Virgin-ASCAP)
I Don't 73
R. Parker Jr. (R. Parker Jr.) (Raydiola–ASCAP)
I Just Can't 15
Q. James (M. Jackson) (Mijac/Warner-Tamerlane–BMI)
I Need Love 57
L.L. Cool J, L.A. Posse (J.T. Smith, B. Erving-D, Pierce-D, Simon) (Def Jam–ASCAP)
I Still 84
D. Lanois, B. Eno (U2) (Chappell/U2–ASCAP)
I Think We're 16
G.E. Tobin (R. Cordell) (ABZ–BMI)
I've Had . . . . .
M. Lloyd (F. Previt, J. Denicola, D. Markowitz) (Knockout/Donald Jay/R.U.Cyrius–ASCAP/Jemava– BMI)
I Want Your 60
G. Michael (G. Michael) (Chappell/Morrison Leahy–ASCAP)
I Won't Forget You 42
R. Browde (B. Dall, C.C. DeVille, B. Michaels, R. Rockett) (Sweet Cyanide/Willesden–BMI)
In My Dreams 25
K. Cronin, G. Richrath, A Gratzer, D. Devore (K. Cronin, T. Kelly)
It's a Sin 27
J. Mendelsohn (Tennant, Lowe) (EMI America/Manhattan–ASCAP)
It's Not Over 94
K. Olsen (R. Nevil, J.V. Tongeren, P.Galdston) (MCA–ASCAP/Tongerland/Kazzoom–BMI)
I've Been In Love Before 32
S. Thompson, M. Barbiero (N. Eede) (Virgin/Nymph-BMI)
Jump Start 18
R. Calloway, V. Calloway (R. Calloway, V. Calloway) (Calloco–BMI)
La Bamba 22
M. Froom (R. Valens)Picture Our Music c/o Warner Tamerlane/BMI
Learning To Fly 90
B. Ezrin, D. Gilmour (D. Gilmour, B. Ezrin, Moore, Carin) (Pink Floyd–BMI
Let Me Be 12
L.A. Martinee (L.A. Martinee) (Panchin–BMI)
Let's Work 40
M. Jagger, D. Stewart (M. Jagger, D. Stewart) (Promopub B.V. (PRS)/BMG admin by Arista–ASCAP)
Lies 99
B. Eastmond (J. Butler, J. Skinner) (Zomba–ASCAP/Willesdon–BMI)
Little Lies 14
L. Buckingham, R. Dashut (C.McVie, E. Quintela) (Fleetwood Mac–BMI)
Lost In Emotion 2
Full Force (Full Force) (Forceful Music adm. by Willesdon/My My adm. by Careeres–BMI)
Love Is Contagious 52
Bennett (T. Sevelle) (OW–ASCAP)
Love Power 63
B. Bacharach, C. B. Sager (B. Bacharach, C.B. Sager) (New Hidden Valley–ASCAP/Carol Bayer Sager–BMI)
Love Will Find 72
Yes (T. Rabin) (Affirmative-BMI)
Luka 85
S. Addabbo, L. Kaye (S. Vega) (Waifersongs/AGF–ASCAP)
Mary's Prayer 71
D. Bascombe (G. Clark) (Copyright Control)
Misfit 61
S. Levine (Curiosity, T. Anderson) (Curio Sounds/Poly-Gram/Warner-Tamerlane–BMI)
Mony Mony 72
K. Parsey (T. James, R. Cordell, B. Bloom, B. Gentry) (Big Seven–ASCAP)
Never Let 46
D. Bowie, D. Richards (D. Bowie, C. Alomar) (MCA/Guitarlos/Jones–ASCAP)
No One In The 70
M. Sharron, G. Skardina (Hirsh, M. Sharron) (ATV-BMI/Welbeck–ASCAP)
Notorious 43
B. Fairbairn, D. Mansfield (P. Dean, M. Reno, J. Bon Jovi, R. Sambora, T. Comey) (Sordid/Duke Reno/April/Bon Jovi/Poly-Gram/Chappell & Co./Le Mango–ASCAP)
Oh Yeah 62
Yello (Blank, Meier) (Neue Welt GmbH adm. by W.B. Music–ASCAP)
One Heartbeat 11
P. Bunetta, R. Chudacoff (S. LeGassick, B. Ray) (Lee Gassick/Who-Ray/Chubu/Smokey–BMI)
One I Love 58
S. Litt, R.E.M. (Berry, Buck, Mills-Stripe) Night Gardens (Adm. by Unichappell-BMI)
One Lover 96
D. Lewis, W. Lewis (R. Feldman, J. Scott) (Orcasongs/Sweet Karol/Trinifold–ASCAP)
Only In My 38
P. Zarr (D. Gibson) (Creative Bloc–ASCAP)
Paper In Fire 10
J. Mellencamp, D. Gehman (J. Mellencamp) (Riva–ASCAP)
Rock Me 64
Niven, Lardie, Kendall (Kendall, Ressell, Niven, Lardie) (White Vixen–BMI)
Rock Steady 55
L.A., Babyface (Babyface, L.A., D. Ladd, B. Watson) (Splashdown/Pera/Hip Trip/Hip Chic/Midstar-BMI)
Satellite 80
R. Chertoff (R. Hyman, E. Bazilian, R. Chertoff) (Dub Notes/Human/Boy/Hobbler-ASCAP)
Shake Your Love 69
P. Zarr (D. Gibson) (Creative Bloc/ Deborah Ann's–ASCAP)
Shakedown 98
H. Faltermeyer, K. Forsey (H. Faltermeyer, K.Forsey, B. Seger) (Famous/Gear/Kilauea/Swindle,GEMA/WB–ASCAP)
Should've Known Better 39
R. Marx, D. Cole (R. Marx) (Chi-Boy–ASCAP)
H. Faltermeyer, K. Forsey (H. Faltermeyer, K. Forsey, B. Seger) (Famous/Gear/Adm. by Famous/Kilauea adm. by Famous–ASCAP)
Silent 68
R. Ricardo & P. Robb (N. Pagan) (Not Listed)
Something Real 33
Mr. Mister, K. Killen (Page, George, Lang) (Warner-Tamerlane/ Entente–BMI)
Special Way 87
K. Bayyan, R. Bell (K. Bayyan, R. Bell, D. Kyles, J. Taylor, K. Stubbs, G. Brown) (Delightful–BMI/Double F–ASCAP
Sugar Free 50
P. Gray, J. Paig (P. Gray) (MCA–ASCAP)
That's What Love 54
K. Diamond (M. Bolton, E. Kaz) (Emboe/Kaz/April–ASCAP)
Touch Of Grey 23
J. Garcia, J. Cutler (Garcia, Hunter) (Ice Nine–ASCAP)
U Got The 5
Prince (Prince) (Controversy–ASCAP)
Valerie 86
S. Winwood, T. Lord-Alge (S. Winwood, W. Jennings) (Island/Blue Sky Rider/ Willin' David–BMI)
Victims of 34
B. Adams, B. Clearmountain (B. Adams, J. Vallance) (Adams/Calypso/Irving–BMI)
Waterfall 65
We'll Be Together 59
B. Loren, Sting (Sting) (Magnetic Pub. Rep. by Regatta/Illegal Songs Adm. by Atlantic– BMI)
Wendy, Lisa, Bobby Z. (W. Melvoin, L. Coleman, Bobby Z.) (Girl Brothers/Bobby Z-ASCAP)
When Smokey Sings 19
M. Fry, M. White, B. Edwards (M. Pry, M. White) (Virgin-Nymph–BMI)
Where The Streets 31
D. Lanois, B. Eno(U2) (Chappell/U2)
Who Found Who
Jellybean (P. Gurvitz) (Rare Blue-ASCAP)
Who's That 24
Madonna, P. Leonard (Madonna, P. Leonard) (WB/Blue Disque/Webo Girl–ASCAP/Johnny Yuma–BMI)
Who Will 6
D. Warrew (Realsong–ASCAP)
Wipeout 45
A. Cabrera, T. Moran (Latin Rascals The Surfaris) (Miraleste/Robin Hood–BMI)
World Where 100
M. Froom (N. Finn) (Roundhead–BMI)
You Are The 21
R. Ocasek (R. Ocasek) (Lido–ASCAP)
You Win 76
A. Mardin, B.Gibb, R. Gibb, M. Gibb (Barry, Robin and Maurice Gibb) (Gibb Bros. Adm. by Unichappell-BMI)

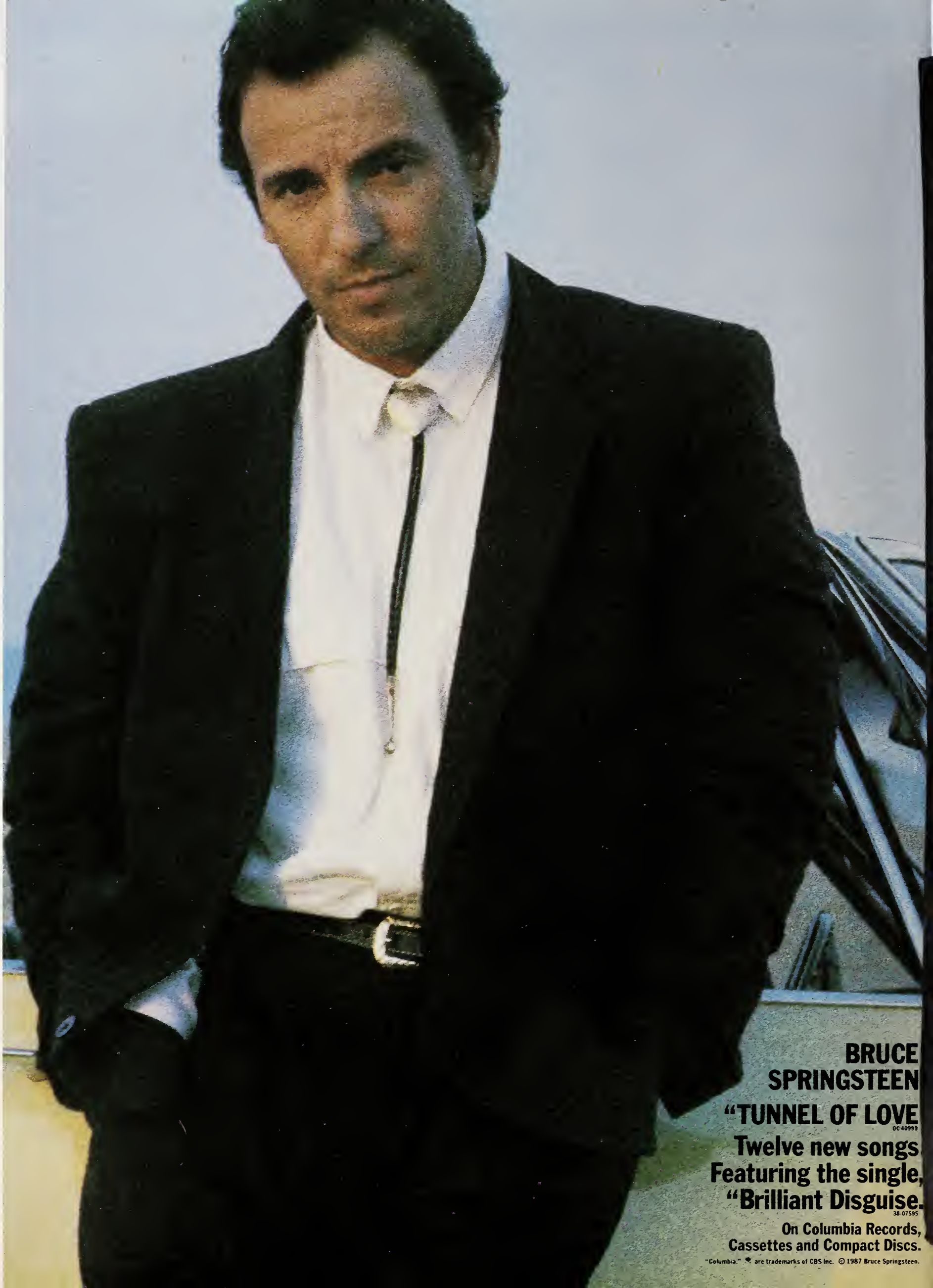
B/C SINGLES

Ain't No Need 15
M. Winans (M. Winans) (Marvin L Winans-ASCAP)
Angel 24
A. Winbush (A. Winbush) (Angel Notes-ASCAP)
Bad 02
Q. Jones (M. Jackson) (Mijac/Warner-Tamerlane-BMI)
Be Yourself 49
Sinister, Whodini, R. Cormier (Atkins/Hutchins) (Willesden-BMI/Zomba-ASCAP)
Bullseye 100
S. Shockley (K. Nolan) (Kenny Nolan-ASCAP)
B.Y.O.B. 56
A. Bayyan (M. Garvin, T. Shapiro) (Tree/O'Lyric-BMI)
Call Me Up 63
R. James (R. James) (Stone City/National League-ASCAP)
Can't Get 96
R. Song (R. Song) (Bush Burnin'/Vinewood-ASCAP)
Can-U-Dance 95
L.A., Babyface (C. Greene, D. Mitchell, L.A.) (Hip Trip/Hip Chic-BMI)
Casanova 30
R. Calloway (R. Calloway) (Calloco/Hip Trip-BMI)
(CATCH ME) I'M FALLING 74
K.Williams K. Shore (J. Starling W. Cooler) (Genetic-ASCAP)
Certified True 38
R.J. Rice (R.J. Rice, D Leitta, L. Dodson) (BarKays/Warner-Tamerlane-BMI)
Cinderella Dana 17
H. Azor (D. McCleese, H. Azor) (Protoons/Turn Out Brothers-ASCAP)
Cold Spendin' My Money 39
V.F. Bell, R. Simmons (V.F. Bell, P. Gordon, O.J. Jones, R. Simmons) (Def Jam/Juiced Up-ASCAP/ First Impulse/Def American-BMI)
Cold Stupid 48
Khayree (Khayree) (Jay King IV-BMI)
Come Over 13
M. Riley Jr. (M. Riley Jr.) (MCA-ASCAP)
CRITICIZE 68
J. Johnson (G. Johnson, A. O'Neal) (Flyte Tyme/Avante Garde-ASCAP)
DID I DREAM YOU76
J. Mtume (K.Manno, J. Mtume) (Mtume,Number Nine-BMI)
Didn't We Almost 5
M. Masser (M. Masser, W. Jennings) (Prince Street/Willin' David/Blue Sky-ASCAP/BMI)
Dinner With 16
R. Perry (B. Russel) (WB/Geffen/Rutland/adm. by WB-ASCAP)
Diva's Need 90
B. Bacharach, C. Sager (Bacharach, Sager) (Spectrum VII/Klymaxx-ASCAP)
Do You Have To Go 31
G. Glen (G. Glen) (WB/Silver Sun–ASCAP)
Don't Go 29
M. Jackson (M. Jackson)
Don't Make Me Wait 61
P. Glass (Glass/Afanasieff/Walden) (Bellboy-BMI/Gratitude Sky-ASCAP)
Don't You Want Me 10
B. Edwards (F. Gold, D. P. Bryant, J. Watley) (Rightsong/Franne Gee/Ardavan-BMI/ASCAP)
Downtown 22
L. Thomas (B.Wennuth) (Irving-BMI)
Dreamin' 45
B. Rosenberg (B. Rosenberg) (Thrust-BMI)
1. GAMES 71
L.A./Babyface (C. Muldrow, S. Johnson, B. Robinson, J. Wilson) (Hip Trip/ Hip Chic/ Mister Johnsons Jams-BMI)
Girl Pulled 94
M. McDowell, C. Nolen (M. McDowell, N. Whitfield Jr., M. Whitfield) (Jobete/Gentle General/Church Out-ASCAP/Mad Inspector-BMI)
Givin' You 58
Isley, Jasper, Isley (Isley, Jasper, Isley) (IJI adm. by WB-ASCAP)
Heart Of 21
A. Z. Giles, B. Osbourne (A. Z. Giles, B. Osborne) (Black Lion/Captain Z/Billy Osbourne-ASCAP)
Heart On The 81
P. Glass, A. Glass (P. Glass, A. Glass) (Glass House/Irving-BMI)
Helplessly In 42
J. Jam, T. Lewis (J. Harris, T. Lewis) (Johnnie Mae/Bush Burnin'-BMI/ASCAP) (MCA/Flyte Tyme-ASCAP)
HOLDING ON 70
B.J. Eastmond (J. Butler J. Skinner) (Zomba-ASCAP/Willesden-BMI)
How Soon 20
Colonel Abrams (C. Abrams, M. Freeman) (MCA/Unicity/Moonwalk-ASCAP)
I Ain't No Joke 82
Eric B.,Rakim (Eric B., Rakim) (Robert Hill–BMI)
I Confess 23
S. Levine (D. Warren) (Publisher Pending)
I Don't Think That Man 16
R. Parker, Jr. (R. Parker, Jr.) (Raydiola-ASCAP)
I Just Can't 32
Q. Jones (M. Jackson) (Mijac admin. by Warner-Tamerlane-BMI)
I Live For Your Love 79
D. Lambert (Reswick, Werfel, Rich) (O'Lyric/Tuneworks/Nelana–BMI/Vandorf/Reswick-Werfel/Beseme West–ASCAP)
I Love 47
L.A., Babyface (Babyface) (Hip Trip/Hip Chic-BMI)
I Need Love 11
L.L. Cool J, L.A. Posse (J. T. Smith,B. Erving, D. Pierce, D. Simon) (Def Jam- ASCAP)
I Want To Be Your Man 77
R. Troutman (L. Troutman) (Troutman's, Soja–BMI)
I Wonder 34
P. Bunetta, R. Chudacoff (J. George, L. Pardini) (W.B./Geffen/Lucky Break/Pardini-ASCAP)
If You Let Me Stay 59
H. Gray (T.T.D'Arby) (Virgin-Nymph/Young Terrence-BMI)
If You Need My Love Tonight 85
N. M. Walden (N. M. Walden, P. Glass, A. Glass) (Gratitude Sky–ASCAP/Bellboy–BMI)
In The Heat 60
C. Sturken, E. Rogers (P. Carmen, C. Sturken)
It's That 55
M. Miller (M. Miller, M. Stevens, L. White) (Sunset Burgundy, Adm. by MCA/Lilyac-ASCAP/Mclema-BMI)
I've Been Watching You 87
Brownmark (Brownmark) (Mazarati–ASCAP
Jump Start 66
R. Calloway, V. Calloway (R. Calloway, V. Calloway) (Calloco-BMI)
Just Call 4
Sherrick, M. Stokes (Sherrick, R. Hawkins, Jr.) (Hits 'N Mo'-BMI)
Just Gets 19
G. Taylor (G. Taylor) (Morning Crew/Irving-BMI)
Just That Type 07
B. Cooper (B. Cooper, C. Mims, J. Bokowski) (Slap One/Cornelio Carlos/Spectrum-ASCAP)
Last Time 72
D. Foster, T. McElroy (J. King, D. Foster, T. McElroy) (Jay King IV-BMI)
Lately 08
D.P Conley, D. Townsend, B. Jackson (B. Jackson, D. Townsend, D. Conley) (Colgems-EMI-ASCAP)
Let It Be 83
F. Pittman (J. Lennon, P. McCartney) (Maclen-BMI)
Let Me Be 41
L.A. Martinee (L.A. Martinee) (Calloco/ Hip Trip/Panchin-BMI)
Let's Start 52
H. Eaves, III (M. Claxton) (Blackwood/Huemar-BMI)
Lost In 6
Full Force (Full Force) (Forceful adm. by Willesden/My! My! adm. by Careers-BMI)
Love/Hate 89
A. Cymone (A. Cymone, Julian Jackson) (Famous/Ensign/Ultrawave/April/Julian Jackson-ASCAP/BMI)
Love Is 25
M. Lascelles, J. Geossgurd (M. Lascelles, J. Geossgurd, G. Foster) (Tee Girl-BMI)
Love Power 92
B. Becharach, C. Sager (Bacharach, Sager) (New Hidden Vally-ASCAP/Carol Bayer Sager-BMI)
LOVERS LANE 74
Georgio (Georgio) (Georgio/Stone Diamond-BMI)
Lovin' You 18
K. Gamble, L.A. Huff (K. Gamble, L.A. Huff) (Downstairs/Piano-BMI)
LUV'S PASSION AND YOU77
Chad, H.King (Chad) (I'mo Owe U A/Tune/Bush Burnin-ASCAP)
Making Love In 57
J. Jam, T. Lewis (J. Jam, T. Lewis) (Flyte Tyme Tunes-ASCAP)
Ms. X 97
D. Alexander (D. Alexander) (David Alexander-BMI)
My Forever Love 80
G. Levert, M. Gordon, C. Cooper (G. Levert, M. Gordon) (Trycep/Ferndiff–BMI
My Love Is Deep 28
L. Job, P. Glass (P. Glass, L. Job, C. Dawson) (Glasshouse/Irving/Harrindur/Ensign-BMI)
My Love Is On The Money 36
(Full Force (Full Force) (Forceful/Willesden-BMI)
My Night For Love 40
La La (La La) (Little Tanya/MCA-ASCAP)
Nights Of Pleasure 44
N. Martinelli (S. Nichol, J. Eugene, C. McIntosh, N. Martinee) (Virgin/Brampton-ASCAP On The Move-BMI)
Nighttime Lover 69
System (M. Murphy, D. Frank) (Science Lab-ASCAP)
No One In The World 9
One Heartbeat 50
P. Bunetta, R. Chudacoff (S. LeGassick, B. Ray) (LeGassick/Who-Ray/Chubu/Smokey-BMI)
The Rock 98
L. Holland, R. Wright (R. Wright, L. Holland) (Ivory Place/Ruby Holland/Zomba-ASCAP)
Say Amen 53
H. Hewett, M. Seward (H. Hewett, M. Seward)
She's Fly 65
C. Shepard (G. Dick, G. Henry, T. Terry, D. Sanchez) (Shaman Drum-Adm. by Screen Gems-BMI/King Henry I-ASCAP)
SHO' YOU RIGHT 64
B. WHITE (B. White, J. Perry) (Seven Songs/Ba-Dake–BMI
Show A Little Love 84
N. Martinelli (R. Bowland) (Per Mission–ASCAP)
Sleeping Alone 27
R. Benatar (V. Burks) (Groovesville/Creative Entertainment-BMI
So Many Tears 43
N. Martinelli (Z. Mark, O. Oestricher) (On The Move-BMI/Zenox-ASCAP)
Stone Love 35
S. Arrington, J. Douglass (S. Arrington) (Konglather/Freytown/Road-BMI)
Summer Nights 91
M. Miller (M. Miller) (Sunset Burgundy/MCA-ASCAP)
Sweet Somebody 88
L. Pace (A. Goodwin,C. Josephs, R. Kilgore) (Joebet/ Emergency/Green Star–ASCAP/Not Fragile–BMI
Tell It Like 93
Dimples, B. Wilson (L. Diamond, G. Davis) (Conrad adm by Arc/Ol Rapp-BMI)
That's What Love Is 46
K. Diamond (M. Bolton, E. Kaz) (Emboe/Kaz/April-ASCAP)
Together Forever 75
A. George, P. McFarlane(L. Burgess, S. Davenport) (Silver Satin-ASCAP Songtron-BMI)
U Got The 12
PRINCE (PRINCE) (Controversy-ASCAP)
We've Only Just 3
(Willesden/Mae-BMI Louella/Warner Bros.-ASCAP)
Whenever 54
D. Lambert (L. Job-C, Dawson-B.,Hagans) (Not Listed)
Wipeout 37
A. Cabrera, T. Moran (The Surfaris) (Mialaeste/ Robin Hood-BMI)
Ya Cold Wanna Be With Me 99
Full Force (U.T.F.O., Full Force) (Adra/Kadoc/ Forceful/Willesden-BMI (Not Listed)
You And Me 26
E. Kelly, J. Randolph (E. Kelly, J. Randolph, K. Moore) (Virgin-Nymph/Attractive-BMI
You Make Me Want To 86
B. Loren, B. Valentine (L. Ware, B. Valentine) (Bibo Pub/William V.–ASCAP)
You're Puttin' 1
P. Laurence (T. Allen, P. Laurence) (Johnny Mae adm. by Willesden/Bush Burnin'-ASCAP)

COUNTRY SINGLES

Ain't No Easy Way Out (Peer-Talbot-BMI) 86
Alive And Well (Tree/ Cross Keys-BMI/ASCAP) 73
Am I Blue (Milene-Opryland-ASCAP) 9
And Then Some (Irving/King Cole-BMI/ASCAP) 84
Anyone Can Do The Heartbreak (Snow/Tasteful-BMI) 39
Baby I Was Leaving Anyhow (Tree-BMI) 83
Ballad Of Tressie Mae (Fretboard Publishing-BMI) 95
Bed Of Roses (Famous Music/Jesse Erin/Ensign-BMI/ASCAP) 80
Bonnie Jean (Little Sister)(Mighty Nice/Hat Band-BMI) 36
Boogie Back To Texas (Paw Paw-BMI) 77
Born To Boogie (Bocephus-BMI) 64
Chain Gang (Little Shop of Morgansongs/Screen Gems-EMI/Theodore - BMI) 92
Changin' Partners (Larry Gatlin-BMI) 20
Cheap Motels (And One Night Stands)(Service Winner/ Purely Platonic) 61
Child Support (Screen Gems/EMI/Writers Group/Bethlehem-BMI) 35
Crazy From The Heart (Bellamy Bros./MCA/Don Schlitz-ASCAP) 14
Crazy Over You (Uncle Artie/Lawyers Daughter-ASCAP/BMI) 4
Crying Over You (James Intveld-BMI) 54
Do Ya' (Wooden Wonder-SESAC) 33
Don't Say No Tonight (Screen Gems/EMI-BMI) 55
Easy To Find (Uncle Artie-ASCAP) 71
Everybody Needs A Hero (WB/Two Sons-ASCAP/Tree-BMI) .25
Finishing Touches (Gary Morris/Cross Keys-ASCAP) 69
First Time Caller (English Town-BMI) 88
Fishin' In The Dark (Screen Gems-EMI/Moon And Stars/Burger Bits-ASCAP/BMI) 1
Give Back My Heart (Michael H. Goldsen/Lyle Lovett) 49
Good God, I Had It Good (Blackwood/Land Of Music/Englishtown-BMI) 63
Good Timin' Shoes (Lawyer's Daughter/Ronnie Rogers-BMI) .58
Gotta Get Away (MCA-ASCAP) 34
Green Eyes (Cryin' Those Blue Tears) (Tapadero/Chriswood - BMI) 76
Hand That Rocks The Cradle, The (Contention-SESAC) 38
Hangin' Out In Smokey Places (Larry Butler/Blackwood-BMI) 48
Heaven Can't Be Found (Bocephus-BMI) 50
He's Letting Go (Warner-Tamerlane/Heart Wheel-BMI) 22
Heart First (Tapadero/Dejames/Stan Cornelius-ASCAP/BMI) 98
I Can't Get Close Enough (Tree/Pacific Island-BMI) 53
I Had A Heart (Famous-BMI) 81
I Want To Know You Before We Make Love (Irving/Beckaroo-BMI) 6
I Won't Need You Anymore (Warner-Tamerlane/ Face The Music/Blue Lake-BMI) 12
If I Could Fly (Blazy Folley - BMI) 51
If There's Any Justice (WB/Bob Montgomery/Warner-Tamerlane-Writer's House/Warner Bros.) 24
I'll Be Your Baby Tonight (Dwarf-BMI) 46
I'll Never Be In Love Again (Sabal-ASCAP) 85
I've Got Ways Of Making You Talk (Milene-Opryland-ASCAP) 82
Jack To A King (Dandelion Music-BMI) 99
Just Enough Love (Lyn Pen/Cavesson-BMI/ASCAP) 75
Last One To Know, The (Tapadero-BMI/Cavesson-ASCAP) . .27
Left Behind (Cowabonga/Madejeka-ASCAP) 87
Let's Do Something (Benefit Music/Englishtown-BMI) 42
Little Ways (Coal Dust West-BMI) 2
Love Me Like You Used To (Webb IV/Paul & Jonathan Songs/Rightsong/Attadoo-BMI) 5
Love Reunited (Bar None) 10
Lover To Lover (April Blackwood/Fullness-BMI) 89
Lynda (Screen Gems-EMI-BMI) 19
Make No Mistake, She's Mine (Moonwalk-ASCAP) 52
Mama's Rockin' Chair (Music City Music/ Intersong USA, Dig-A-Bone-ASCAP) 30
Maybe Your Baby's Got The Blues (WB/Two Sons & Good Single/Irving-ASCAP/BMI) 11
No Easy Horses (Writers Group/Bethlehem/Lawyer's Daughter/A Little More Music/ Uncle Artie/MCA Publishing/Don Schlitz-BMI/ASCAP) 28
(My Heart Won't Let Me Love) No One But You (Tree-BMI) . . 97
No One Can Touch Me (Maypop/Songmedia/Collins Court-BMI/ASCAP) 72
Nobody Should Have To Love This Way (Bibo/Chappel/R.M.B.-ASCAP) 22
Old Loves Never Die (Milstone/Baray-ASCAP/BMI) 79
One For The Money (Tapadero-BMI/Cavesson-ASCAP) 25
Only When I Love (Lawyer's Daughter/Tree/Cross Keys-BMI/ASCAP) 18
Read Between The Line (MCA Music/Don Schlitz/Colgems-EMI - ASCAP) 57
Restless Angel (Life Of The Record/Malchak-ASCAP) 93
Right From The Start (Ensign/Red Ribbon-BMI) 7
Rings Of Gold (Acuff-Rose-Opryland-BMI) 62
Rise And Shine (Writers Group/Scarlett Moon/Bethlehem-BMI) 70
Rough And Rowdy Days (Waylon Jennings/Tom Collins-BMI) 37
Satin Sheets (Champion Music - BMI) 74
She Couldn't Love Me Anymore (Rick Hall/Fame-ASCAP/BMI) 32
She's Too Good To Be True (Tree/Pacific Island/Careers-BMI) 90
Shine, Shine, Shine (April/Butler's Bandits-ASCAP/Next-O-

(see page 38)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